

**WHATCOM COUNTY  
ADMINISTRATIVE SERVICES**



**FINANCE/ACCOUNTING**  
Whatcom County Courthouse  
311 Grand Avenue, Suite #503  
Bellingham WA 98225-4082  
Brad Bennett, Finance Manager

**DATE:** November 24, 2020  
**TO:** Tyler Schroeder, Director of Administrative Services  
**FROM:** Brad Bennett, AS Finance Manager  
**SUBJECT:** Approval to Purchase Body Worn Cameras

**BACKGROUND**

The Whatcom County Sheriff's Office requests approval to purchase body worn cameras and associated services (software, cloud storage, and technical assurance plan), using the Washington State Contract #06316 (expires 01/31/2022). These cameras will be worn by all deputies in the performance of their duties for public safety.

The vendor is Axon Enterprise, Inc., and the total cost for this purchase is \$381,437.85, including the equipment and accessories, five (5) years of cloud storage, five (5) years of technical assurance, freight, and sales tax.

**FUNDING**

This is a planned purchase, and \$128,285.00 for the equipment, software, and first year of associated services, was approved in the current Sheriff's Office base budget on ASR #2019-5735. The Sheriff's Office will include funding for the subsequent four (4) years of service fees (\$66,591.15 annually) in their future biennial budgets. I recommend approval.

  
AS Finance Manager

Approved as recommended:

\_\_\_\_\_  
Director of Administrative Services


Date of Council Action \_\_\_\_\_

WHATCOM COUNTY  
SHERIFF'S OFFICE  
BILL ELFO  
SHERIFF



PUBLIC SAFETY BUILDING  
311 Grand Avenue  
Bellingham, WA 98225-4038  
(360) 778-6600

## MEMORANDUM

**TO:** Brad Bennett, AS Finance Manager  
**FROM:** Bill Elfo, Sheriff   
**DATE:** November 18, 2020  
**RE:** Purchase Hardware and Services for Year 1 Implementation of Body Worn Camera Program in 2020  
(NASPO ValuePoint Washington Master Contract No. 06316)

### Requested Action

The Sheriff's Office has researched the cost of body worn cameras (BWCs), tested several products, and requests approval to purchase hardware (BWCs) and services (software, cloud storage, and professional services) from Axon Enterprise, Inc. using NASPO ValuePoint For Public Safety Video Equipment, Washington Master Contract No. 06316.

### Background and Purpose

Recent events and increased tension between law enforcement and the communities we serve have been highly publicized in the national media. BWCs will be used by Sheriff's Office deputies to increase transparency and accountability, improve behavior of both law enforcement and the public, expedite resolution of complaints and allegations of misconduct, enhance evidence to aid in prosecution, and reduce time spent resolving criminal cases.

### Funding Amount and Source

Funding of \$128,285 was budgeted during the 2019-2020 biennial budget cycle for implementation of a BWC Program in 2020 using General Fund dollars, ASR# 2019-5735, approved by County Council on 11/20/2018, Ordinance No. 2018-064.

The Sheriff's Office will include funding in future biennial budgets for the annual payments for year two (2) – five (5) for Cloud storage and technical assurance plans (\$66,591.15/annually)

### Recommended Action

Please approve this purchase and forward to the County Executive and Whatcom County Council for approval at the December 8, 2020 Whatcom County Council meeting.

Please contact Undersheriff Chadwick at extension 6618 if you have any questions or concerns.

Thank you.



**REQUISITION**  
WHATCOM COUNTY  
Administrative Services  
(360) 778-5320

NO. SHR-20-080

PURCHASE ORDER NUMBER

VENDOR NUMBER
1368122

If no vendor number exists, please complete a Request for Vendor Number Form

COST CENTER NAME
Sheriff Admin

Name	Axon Enterprise, Inc.
	17800 N 85th St.
	Scottsdale, Arizona 85255
Phone	800-978-2737

SHIP TO
IT

COST CENTER	ACCOUNT	SUB	Amount
2900	6510		\$ 73,554.31
2900	6520		\$ 41,766.88
2900	6630		\$ 2,750.00

IT REVIEW (IF APPLICABLE)

DESCRIPTION/INSTRUCTIONS	QUANTITY	UNIT PRICE	TOTAL PRICE
Axon Body Cam 3 per attached quote Q-234091-44137.940SP			-
Year 1 (Pages 2-3 of attached quote)			-
Hardware (taxable)	1	45,227.75	45,227.75
Axon Plans & Packages (taxable)	1	17,976.00	17,976.00
Axon Plans & Packages Item #80123 (non taxable)	1	20,448.00	20,448.00
Technology Assurancwe Plan AB3 Annual Payment (taxable)	1	23,856.00	23,856.00
Axon Starter (taxable)	1	2,750.00	2,750.00
			-
			-
NASPO ValuePoint For Public Safety Video Equipment			-
Master Agreement No.: OK-MA-145-015			-
Washington Master Contyract No. 06316			-
			-
			-
			-
			-
SUBTOTAL			<del>110,257.75</del>
SALES TAX 8.70%			9,813.44
			110,071.19
			<del>115,073.25</del>

**107499.75**  
*See quote*

WRITTEN BY	DATE	APPROVED BY	DATE
D. Pierce	11/18/2020	<i>[Signature]</i>	11/19/20

Note: Attach copies of all quotes to this requisition.

Quote #1	Quote #2	Quote #3
Vendor: <b>WatchGuard</b>	Vendor: <b>Visual Labs</b>	Vendor: <b>Getac</b> did not provide quote
Phone: _____	Phone: _____	Vendor: <b>Reveal</b> did not respond
Email: _____	Email: _____	Vendor: <b>Motorolla</b> did not respond
Contact Name: _____	Contact Name: _____	
Year 1: 216,897.50	Details/Price: Not a comparable product	
	Product quality was poor and unacceptable	

Purchasing's comparison to WSC/Naspo contract price list:

Public Safety/Law Enforcement Video and Vehicle Mounted Equipment

Attachment D Band 1 and 3 - Pricing Workbook

OK- MA - 145 Band 1 - Body Worn Video Cameras and Recording Devices

OK - MA - 145 - Band 3 - Video Storage, Data Security, Software, and Peripherals

SKU	Product Description	Medium (26-200 Officers)	Qty on Quote	Ext Amt	Axon Quote (Year 1)	Axon Quote (Year 2-5)	Comments
11507	MOLLE MOUNT, SINGLE, AXON RAPIDLOCK	\$ 31.30	13	\$ 406.90	\$ -	\$ -	
70033	Wall mount, Axon Dock for Axon Flex and Axon Body	\$ 43.90	4	\$ 175.60	\$ -	\$ -	
73202	AXON BODY 3 - NA10	\$ 699.00	75	\$ 52,425.00	\$ 37,221.75	\$ -	
73830	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE PAYMENT	\$ 24.00	4260	\$ 102,240.00	\$ 20,448.00	\$ 81,792.00	Not subject to sales tax
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	\$ 39.00	300	\$ 11,700.00	\$ 2,340.00	\$ 9,360.00	
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	\$ 15.00	4680	\$ 70,200.00	\$ 14,040.00	\$ 56,160.00	
74210	AXON BODY 3 - 8 BAY DOCK	\$ 1,495.00	4	\$ 5,980.00	\$ 5,980.00		
74211	AXON BODY 3 - 1 BAY DOCK	\$ 200.00	7	\$ 1,400.00	\$ 1,400.00		
85144	AXON STARTER	\$ 2,750.00	2	\$ 5,500.00	\$ -	\$ -	
87061	TECH ASSURANCE PLAN 1-BAY BODY 3 DOCK PAYMENT	\$ 9.50	420	\$ 3,990.00	\$ 798.00	\$ 3,192.00	
87062	TECH ASSURANCE PLAN 8-BAY BODY 3 DOCK PAYMENT	\$ 57.50	240	\$ 13,800.00	\$ 1,416.00	\$ 5,664.00	
87063	TECH ASSURANCE PLAN BODY 3 CAMERA PAYMENT	\$ 28.00	4380	\$ 122,640.00	\$ 23,856.00	\$ 95,424.00	
				\$ 390,457.50	\$ 107,499.75	\$ 251,592.00	Subtotal
				\$ 25,074.92	\$ 7,573.50	\$ 14,772.60	Sales tax (Item 73830 not subject to sales tax)
				\$ 415,532.42	\$ 115,073.25	\$ 266,364.60	Total Quote: \$381,437.85



# AXON

**Whatcom County Sheriff's Office - WA**

**AXON SALES REPRESENTATIVE**

Sam Phillips

480-272-3784

[sphillips@axon.com](mailto:sphillips@axon.com)

**ISSUED**

11/24/2020

Q-277438-44159.046SP



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

**Q-277438-44159.046SP**

Issued: 11/24/2020

Quote Expiration: 12/31/2020

Account Number: 109193

Payment Terms: Net 30  
 Delivery Method: Fedex - Ground

**SHIP TO**

Rodger Funk  
 Whatcom County Sheriff's Office - WA  
 311 GRAND AVENUE,PUBLIC SAFETY BLDG-  
 BSMT  
 Bellingham, WA 98225  
 US

**BILL TO**

Whatcom County Sheriff's Office - WA  
 311 GRAND AVENUE,PUBLIC SAFETY  
 BLDG-BSMT  
 Bellingham, WA 98225  
 US

**SALES REPRESENTATIVE**

Sam Phillips  
 Phone: 480-272-3784  
 Email: sphillips@axon.com  
 Fax:

**PRIMARY CONTACT**

Rodger Funk  
 Phone: (360) 676-6650  
 Email: rfunk@co.whatcom.wa.us

**Year 1**

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>						
73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	60	78	0.00	0.00	0.00
73840	EVIDENCE.COM BASIC ACCESS LICENSE	60	78	0.00	0.00	0.00
73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	60	15	0.00	0.00	0.00
73746	PROFESSIONAL EVIDENCE.COM LICENSE	60	5	0.00	0.00	0.00
73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	60	71	0.00	0.00	0.00
<b>Hardware</b>						
73202	AXON BODY 3 - NA10		71	699.00	524.25	37,221.75
74210	AXON BODY 3 - 8 BAY DOCK		4	1,495.00	1,495.00	5,980.00
70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK		4	43.90	0.00	0.00
74211	AXON BODY 3 - 1 BAY DOCK		7	200.00	200.00	1,400.00
74021	MAGNET MOUNT, THICK OUTERWEAR, AXON RAPIDLOCK		71	0.00	0.00	0.00
11507	MOLLE MOUNT, SINGLE, AXON RAPIDLOCK		7	0.00	0.00	0.00
11534	USB-C to USB-A CABLE FOR AB3 OR FLEX 2		71	0.00	0.00	0.00
11507	MOLLE MOUNT, SINGLE, AXON RAPIDLOCK		13	31.30	0.00	0.00

**Year 1 (Continued)**

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Hardware (Continued)</b>						
87063	TECH ASSURANCE PLAN BODY 3 CAMERA PAYMENT	12	71	336.00	336.00	23,856.00
87062	TECH ASSURANCE PLAN 8-BAY BODY 3 DOCK PAYMENT	12	4	354.00	354.00	1,416.00
87060	TECH ASSURANCE PLAN 1-BAY BODY 3 DOCK WARRANTY	60	7	0.00	0.00	0.00
87061	TECH ASSURANCE PLAN 1-BAY BODY 3 DOCK PAYMENT	12	7	114.00	114.00	798.00
73202	AXON BODY 3 - NA10		2	699.00	0.00	0.00
74021	MAGNET MOUNT, THICK OUTERWEAR, AXON RAPIDLOCK		2	0.00	0.00	0.00
11534	USB-C to USB-A CABLE FOR AB3 OR FLEX 2		2	0.00	0.00	0.00
<b>Other</b>						
71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK		4	0.00	0.00	0.00
71104	NORTH AMER POWER CORD FOR AB3 1-BAY DOCK		7	0.00	0.00	0.00
73827	AB3 CAMERA TAP WARRANTY	60	71	0.00	0.00	0.00
73828	AB3 8 BAY DOCK TAP WARRANTY	60	4	0.00	0.00	0.00
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	78	180.00	180.00	14,040.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	5	468.00	468.00	2,340.00
73830	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE PAYMENT	12	71	288.00	288.00	20,448.00
<b>Services</b>						
85144	AXON STARTER		1	2,750.00	0.00	0.00
85144	AXON STARTER		1	2,750.00	0.00	0.00
					Subtotal	107,499.75
					Estimated Shipping	0.00
					Estimated Tax	7,573.50
					Total	115,073.25

**Spares**

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Hardware</b>						
73202	AXON BODY 3 - NA10		2	699.00	0.00	0.00

## Spares (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Hardware (Continued)</b>						
74021	MAGNET MOUNT, THICK OUTERWEAR, AXON RAPIDLOCK		2	0.00	0.00	0.00
11534	USB-C to USB-A CABLE FOR AB3 OR FLEX 2		2	0.00	0.00	0.00
87063	TECH ASSURANCE PLAN BODY 3 CAMERA PAYMENT	60	2	1,680.00	0.00	0.00
<b>Other</b>						
73827	AB3 CAMERA TAP WARRANTY	12	2	0.00	0.00	0.00
					Subtotal	0.00
					Estimated Tax	0.00
					Total	0.00

## Year 2

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Hardware</b>						
87063	TECH ASSURANCE PLAN BODY 3 CAMERA PAYMENT	12	71	336.00	336.00	23,856.00
87062	TECH ASSURANCE PLAN 8-BAY BODY 3 DOCK PAYMENT	12	4	354.00	354.00	1,416.00
87061	TECH ASSURANCE PLAN 1-BAY BODY 3 DOCK PAYMENT	12	7	114.00	114.00	798.00
<b>Other</b>						
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	78	180.00	180.00	14,040.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	5	468.00	468.00	2,340.00
73830	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE PAYMENT	12	71	288.00	288.00	20,448.00
					Subtotal	62,898.00
					Estimated Tax	3,693.15
					Total	66,591.15

## Year 3

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Hardware</b>						
87063	TECH ASSURANCE PLAN BODY 3 CAMERA PAYMENT	12	71	336.00	336.00	23,856.00
87062	TECH ASSURANCE PLAN 8-BAY BODY 3 DOCK PAYMENT	12	4	354.00	354.00	1,416.00



### Year 3 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Hardware (Continued)</b>						
87061	TECH ASSURANCE PLAN 1-BAY BODY 3 DOCK PAYMENT	12	7	114.00	114.00	798.00
<b>Other</b>						
73309	AXON CAMERA REFRESH ONE		71	0.00	0.00	0.00
73689	MULTI-BAY BWC DOCK 1ST REFRESH		4	0.00	0.00	0.00
73313	1-BAY DOCK AXON CAMERA REFRESH ONE		7	0.00	0.00	0.00
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	78	180.00	180.00	14,040.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	5	468.00	468.00	2,340.00
73830	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE PAYMENT	12	71	288.00	288.00	20,448.00
73309	AXON CAMERA REFRESH ONE		2	0.00	0.00	0.00
					Subtotal	62,898.00
					Estimated Tax	3,693.15
					Total	66,591.15

### Year 4

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Hardware</b>						
87063	TECH ASSURANCE PLAN BODY 3 CAMERA PAYMENT	12	71	336.00	336.00	23,856.00
87062	TECH ASSURANCE PLAN 8-BAY BODY 3 DOCK PAYMENT	12	4	354.00	354.00	1,416.00
87061	TECH ASSURANCE PLAN 1-BAY BODY 3 DOCK PAYMENT	12	7	114.00	114.00	798.00
<b>Other</b>						
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	78	180.00	180.00	14,040.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	5	468.00	468.00	2,340.00
73830	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE PAYMENT	12	71	288.00	288.00	20,448.00
					Subtotal	62,898.00
					Estimated Tax	3,693.15
					Total	66,591.15

**Year 5**

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Hardware</b>						
87063	TECH ASSURANCE PLAN BODY 3 CAMERA PAYMENT	12	71	336.00	336.00	23,856.00
87062	TECH ASSURANCE PLAN 8-BAY BODY 3 DOCK PAYMENT	12	4	354.00	354.00	1,416.00
87061	TECH ASSURANCE PLAN 1-BAY BODY 3 DOCK PAYMENT	12	7	114.00	114.00	798.00
<b>Other</b>						
73310	AXON CAMERA REFRESH TWO		71	0.00	0.00	0.00
73688	MULTI-BAY BWC DOCK 2ND REFRESH		4	0.00	0.00	0.00
73314	1-BAY DOCK AXON CAMERA REFRESH TWO		7	0.00	0.00	0.00
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	78	180.00	180.00	14,040.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	5	468.00	468.00	2,340.00
73830	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE PAYMENT	12	71	288.00	288.00	20,448.00
73310	AXON CAMERA REFRESH TWO		2	0.00	0.00	0.00
					Subtotal	62,898.00
					Estimated Tax	3,693.15
					Total	66,591.15

**Grand Total | 381,437.85**

## Discounts (USD)

Quote Expiration: 12/31/2020

List Amount	383,737.50
Discounts	24,645.75
<b>Total</b>	<b>359,091.75</b>

*\*Total excludes applicable taxes*

## Summary of Payments

Payment	Amount (USD)
Year 1	115,073.25
Spares	0.00
Year 2	66,591.15
Year 3	66,591.15
Year 4	66,591.15
Year 5	66,591.15
<b>Grand Total</b>	<b>381,437.85</b>

## Notes

NASPO Contract No. OK-MA-145-015 used for pricing and purchasing justification.

Tax is subject to change at order processing with valid exemption.

### Axon's Sales Terms and Conditions

This Quote is limited to and conditional upon your acceptance of the provisions set forth herein and Axon's Master Services and Purchasing Agreement (posted at [www.axon.com/legal/sales-terms-and-conditions](http://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. Any purchase order issued in response to this Quote is subject solely to the above referenced terms and conditions. By signing below, you represent that you are lawfully able to enter into contracts. If you are signing on behalf of an entity (including but not limited to the company, municipality, or government agency for whom you work), you represent to Axon that you have legal authority to bind that 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 Sam Phillips at [sphillips@axon.com](mailto:sphillips@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](http://buy.axon.com)

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#### \*\*\*Axon Internal Use Only\*\*\*

		SFDC Contract #:
		Order Type:
		RMA #:
		Address Used:
		SO #:
Review 1	Review 2	
Comments:		