

ST. PETERSBURG CITY COUNCIL
Report
Meeting of October 15, 2020

To: The Honorable Ed Montanari, Chair, and Members of City Council

Subject: Accepting a proposal from Axon Enterprise, Inc. for 500 body cameras, 450 in-vehicle camera systems, cloud based digital evidence management system, training, administration and installation for a five-year contract; approving a transfer in the amount of \$2,611,868 from the unappropriated balance of the Key Government Finance Fund (2019) to the General Capital Improvement Fund (3001); approving a supplemental appropriation in the amount of \$2,611,868 from the increase in the unappropriated balance of the General Capital Improvement Fund (3001), resulting from the above transfer, to the Body Worn Cameras Project (18106); and providing an effective date.

Explanation: The Procurement and Supply Management Department received seven proposals for body camera services. The seven proposals were received from:

<u>#</u>	<u>Offerors</u>	<u>Amount</u>	<u>Meets Requirements</u>
1.	Digital Ally, Inc.	\$4,794,312	No
2.	Pileum Corporation	\$5,732,486	No
3.	PCN Strategies, Inc.	\$5,875,443	No
4.	GovDirect, Inc.	\$6,575,272	No
5.	ProLogic ITS LLC	\$6,576,018	No
6.	Watchguard Video, Inc.	\$6,628,050	No
7.	Axon Enterprise, Inc.	\$6,756,188	Yes

The proposals were evaluated by a cross-functional team from the Police Department. The team includes:

Antonio Gilliam, Assistant Police Chief
Michael McDonald, Assistant Director
Mary Watkins, ITS Division Manager
Colleen Dunphy, Records Division Manager
Gabriel Lopez, Police Lieutenant
Jonathan Vazquez, Police Officer

The proposals were evaluated based on the following criteria:

- Experience of firm
- Qualification and technical competence
- Capacity to accomplish the work
- Past performance on similar contracts
- Schedule
- Price

The vendor will provide a complete system that will meet the needs of the Police Department. The complete system includes, but is not limited to, a mobile video system (MVS), body worn

camera system (BWCS) and associated equipment, a digital evidence management system (DEMS), redaction capabilities, unlimited cloud storage solution, configuration, implementation, installation, and training services. The MVS devices will be permanently mounted in police vehicles and individual officers will utilize the BWCS in the field. The DEMS will be the repository of the data utilizing cloud services.

The Procurement and Supply Management Department, in cooperation with the Police Department, recommends approval:

Axon Enterprise, Inc. \$6,756,188

Axon Enterprise, Inc. has met the requirements of RFP No. 7782, dated September 1, 2020. The vendor has satisfactorily performed these services in the cities of Ft. Lauderdale, North Port, Miami Beach, Gainesville; and Miami Dade and Orange counties. The agreement will be effective from November 1, 2020, to October 31, 2025. City Code Sec 2-274, Living Wage Requirements for Major Contracts requires every contractor that employs more than 50 persons and provides services to the City pursuant to a major contract pay employees a living wage. Axon Enterprise Inc. has acknowledged and agreed to comply with the living wage requirement.

Cost/Funding/Assessment Information: Funding for the first year of the proposal will be available after the approval of a transfer in the amount of \$2,611,868 from the unappropriated balance of the Key Government Finance Fund (2019) to the General Capital Improvement Fund (3001) and a supplemental appropriation in the amount of \$2,611,868 from the increase in the unappropriated balance of the General Capital Improvement Fund (3001), resulting from the above transfer, to the Body Worn Cameras Project (18106). Funding for the remaining four years of the proposal, \$1,036,080 per year, will be provided in the respective future operating budget for that fiscal year.

Attachments: Technical Evaluation (4 pages)
Resolution

Technical Evaluation RFP 7782 Police Equipment, Body Cameras

Summary Work Statement

The City received seven proposals for RFP No. 7782 Police Equipment, Body Cameras. The successful offeror will provide five hundred (500) Body Worn Cameras (BWC), and Mobile Video Systems, and all associated support equipment, software and storage.

Proposals were received from:

1. Axon Enterprise, Inc.
2. Digital Ally, Inc.
3. GovDirect, Inc.
4. PCN Strategies, Inc.
5. Pileum Corporation
6. ProLogic ITS LLC
7. Watchguard Video, Inc.

Evaluation Committee

Evaluation of the seven proposals was conducted by:

Antonio Gilliam, Assistant Police Chief
Michael McDonald, Assistant Director
Mary Watkins, ITS Division Manager
Colleen Dunphy, Records Division Manager
Gabiél Lopez, Police Lieutenant
Jonathan Vazquez, Police Officer

Evaluation Criteria

The proposals were evaluated based on the following criteria:

- Experience of firm
- Qualification and technical competence
- Capacity to accomplish the work
- Past performance on similar contracts
- Schedule
- Price

Offerors' Profiles

Below is a profile of each offeror and a summary of the strengths and weaknesses of each, as reported after completion of the initial independent review and through discussion and presentations at Committee meetings throughout the evaluation period.

Axon Enterprise, Inc. was founded in 1993 and incorporated in 2001. The firm is headquartered in Scottsdale, AZ and has been in business for 27 years and employs 1,633 people.

Strengths include: Extensive experience in digital systems management; products are deployed at more than 7,500 agencies worldwide, including multiple Florida agencies (cities of Ft. Lauderdale, North Port, Miami Beach, Gainesville, and Miami Dade and Orange counties); their financial commitment to research and development (R&D); integrated products with digital management capabilities and citizen portal; dedicated product team; unique flexible mounting capabilities, weapon pull activation and real time remote view of BWC images; and their strong financial history.

Weaknesses include: Their BWC product does not have Wi-Fi upload, global positioning system (GPS) or biometric capabilities; and their cost is the highest.

The proposal meets the City's requirements.

Digital Ally, Inc. is headquartered in Lenexa, KS, was founded in 2004 and incorporated in 2000 as Vegas Petra, Inc., before merging with Digital Ally, Inc. The firm has been in business for 16 years and employs 120 people.

Strengths include: Deployed 50,000 camera units to 6,000 law enforcement agencies worldwide including Santa Fe, New Mexico; Dorchester, London; Royal Caribbean Cruise Lines, and Brevard County; proposed cloud video storage; manufactured and ships from Kansas; camera can be mounted virtually in any position; dedicated implementation team and plan; and their proposed cost is lowest.

Weaknesses include: BWC does not trigger from weapon pull, is tethered to a separate recording device (cell phone size) and is not water proof; less than 12 hours of battery-life; no access to Wi-Fi, biometric capabilities, and citizen portal; most recent implementations were in 2017; and add-on services would increase costs.

The proposal has major deficiencies and does not meet the City's requirements.

GovDirect, Inc. is headquartered in Clearwater, FL and was founded and incorporated in 2010. The firm has been in business for 10 years and employs four people.

Strengths include: Dedicated project team and detailed deployment plan; deployed Getac recording systems in police departments in North Carolina, South Carolina, Illinois, Oklahoma, Ohio and Mississippi and they offered a multi-year lease option.

Weaknesses include: They are a reseller of Getac video systems.

The proposal has major deficiencies and does not meet the City's requirements.

PCN Strategies, Inc. is headquartered in Washington, DC, was founded and incorporated in 2014. The firm has been in business for 6 years and employs 10 people.

Strengths include: There are no apparent strengths.

Weaknesses include: They are a reseller of Getac video systems and their high cost.

The proposal has major deficiencies and does not meet the City's requirements.

Pileum Corporation is headquartered in Jackson, Mississippi, was founded and incorporated in 2002. The firm has been in business for 18 years and employs 44 people.

Strengths include: 100,000 devices deployed at 350 agencies in Florida, Virginia, Colorado, Texas, Nevada, Indiana and Missouri; project plan that provided a detailed implementation schedule; and low cost over five years

Weaknesses include: They are a reseller of BodyWorn by Utility camera systems; redaction that works only on utility recordings; their limited options for wearing cameras that includes uniforms that would need to be altered; and high initial cost for deployment;

The proposal does not meet the City's requirements.

ProLogic ITS LLC is headquartered in Acworth, GA, was founded and incorporated in 2013. The firm has been in business for seven years and employs 125 people.

Strengths include: There are no apparent strengths.

Weaknesses include: BWC does not activate from weapon pull; no biometric, trigger on gunshot detection; nor citizen portal capabilities; the need for third party installation and program.

The proposal has major deficiencies and does not meet the City's requirements.

Watchguard Video, Inc. is headquartered in Allen, TX, was founded and incorporated in 2008. The firm has been in business for 12 years and employs 350 people.

Strengths include: 77,000 systems deployed across 6,500 law enforcement agencies including Texas, Iowa, Ohio, and Kansas.; they are the largest provider of in-car camera systems that includes BWC recording system and digital evidence management; their dedicated implementation team and strong implementation plan that includes 24 hour support.

Weaknesses include: Their limited experience in BWC that does not activate from weapon pull and does not provide blue tooth capability on the current BWC.

The proposal has major deficiencies and does not meet the City's requirements.

Shortlisting, Oral Presentations and Best and Final Offer

On September 14, 2020, the proposals were initially evaluated solely on the evaluation criteria established in the RFP. Digital Ally, Inc., GovDirect, Inc., PCN Strategies, Inc., and ProLogic ITS LLC were removed from further consideration. Axon Enterprise, Inc., Pileum Corporation, and Watch Guard Video, Inc. were invited to oral presentations and demonstrations. On September 28, 2020, the Committee was provided demonstrations from three Offerors. On September 29, 2020, the Evaluation Committee recommended that Watch Guard Video, Inc. be removed from further consideration and that Axon Enterprise, Inc. and Pileum Corporation provide their best and final offer.

Recommendation for Award

On October 2, 2020, the evaluation committee reviewed best and final offers and recommended that Axon Enterprise, Inc. provide 500 Body Worn Cameras and 450 Mobile Video Systems for the Police Department. Axon Enterprise, Inc has met the minimum requirements of RFP No.

7782 and the offer was determined to be the most advantageous to the City, taking into consideration cost and the evaluation criteria set forth in the RFP.

Axon Enterprise, Inc. was selected for the following reasons:

- Weapon pull activation feature
- Digital evidence management capabilities
- Experience in digital systems management
- Large workforce
- Strong financial history
- Past performance on similar contracts

RESOLUTION NO. 2020-_____

A RESOLUTION ACCEPTING THE PROPOSAL AND APPROVING THE AWARD OF A FIVE-YEAR AGREEMENT TO AXON ENTERPRISE, INC. FOR BODY-WORN CAMERAS, IN-VEHICLE CAMERAS AND A CLOUD-BASED DIGITAL EVIDENCE MANAGEMENT SYSTEM FOR A TOTAL CONTRACT AMOUNT NOT TO EXCEED \$6,756,188; AUTHORIZING THE MAYOR OR HIS DESIGNEE TO EXECUTE THE AGREEMENT AND ALL OTHER DOCUMENTS REQUIRED TO EFFECTUATE THIS TRANSACTION; APPROVING A TRANSFER IN THE AMOUNT OF \$2,611,868 FROM THE UNAPPROPRIATED BALANCE OF THE KEY GOVERNMENT FINANCE FUND (2019) TO THE GENERAL CAPITAL IMPROVEMENT FUND (3001); APPROVING A SUPPLEMENTAL APPROPRIATION IN THE AMOUNT OF \$2,611,868 FROM THE INCREASE IN THE UNAPPROPRIATED BALANCE OF THE GENERAL CAPITAL IMPROVEMENT FUND (3001), RESULTING FROM THE ABOVE TRANSFER, TO THE BODY WORN CAMERAS PROJECT (18106); AND PROVIDING AN EFFECTIVE DATE.

WHEREAS, the Procurement & Supply Management Department issued RFP No. 7782, for Body Worn Cameras, In-Vehicle Camera Systems, and a Cloud Based Digital Evidence Storage and Management System for the Police Department dated September 1, 2020; and

WHEREAS, the Procurement & Supply Management Department received seven (7) proposals in response to the RFP; and

WHEREAS, a cross-functional team from the Police Department evaluated the proposals based on the criteria set forth in the RFP and recommended Axon Enterprise, Inc. for Body Worn Cameras, In-Vehicle Camera Systems, and a Cloud Based Digital Evidence Storage and Management System for the Police Department; and

WHEREAS, Axon Enterprise, Inc. has met the specifications, terms and conditions of RFP No. 7782; and

WHEREAS, funding for this project will be available after (i) a transfer in the amount of \$2,611,868 from the unappropriated balance of the Key Government Finance Fund (2019) to the General Capital Improvement Fund (3001); and (ii) a supplemental appropriation in the amount of \$2,611,868 from the increase in the unappropriated balance of the General Capital Improvement Fund (3001), resulting from the above transfer, to the Body Worn Cameras Project (18106); and

WHEREAS, the Procurement and Supply Management Department, in cooperation with

the Police Department recommends approval of this award.

NOW THEREFORE, BE IT RESOLVED by the City Council of the City of St. Petersburg, Florida, that the proposal is accepted and the award of a five-year agreement to Axon Enterprise, Inc. for Body-Worn Cameras, In-Vehicle Camera Systems, and a Cloud-Based Digital Evidence Management System for a total contract amount not to exceed \$6,756,188 is hereby approved.

BE IT FURTHER RESOLVED that the Mayor or his designee is authorized to execute the agreement and all other document necessary to effectuate this transaction.

BE IT FURTHER RESOLVED by the City Council of the City of St. Petersburg, Florida that there is hereby approved the following transfer from the unappropriated balance of the Key Government Finance Fund (2019) to the General Capital Improvement Fund (3001):

Key Government Finance Fund (2019)

Transfer to: General Capital Improvement Fund (3001) \$2,611,868

BE IT FURTHER RESOLVED by the City Council of the City of St. Petersburg, Florida that there is hereby approved from the increase in the unappropriated balance of the General Capital Improvement Fund (3001) the following supplemental appropriation for FY21:

General Capital Improvement Fund (3001)


Transfer to: Body Worn Cameras Project (18106) \$2,611,868

This Resolution shall take effect immediately upon its adoption.

Approved by:

/s/ Sharon Michnowicz
City Attorney or Designee
00532102

E. Makofske
Budget Director

 <p style="text-align: center;">-- City of St. Petersburg Authorization Request -- General Authorization</p>					Request #
					76897
Name:	Pocengal, Nicholas W	Request Date:	09-OCT-2020	Status:	APPROVED

Authorization Request	
Subject:	Police Equipment, Body Cameras, October 15 COUNCIL
Message:	Submitted for your approval, please find attached Consent Write-up for Police Equipment, Body Cameras, scheduled to go before City Council on October 15, 2020. Should you have any questions, please contact me at extension 3387. Thank you.
Supporting Documentation:	680-00 Police Equipment, Body Cameras, October 15, 2020 - Approval Request.pdf

	Approver	Completed By	Response	Response Date	Type
0	Pocengal, Nicholas W		SUBMITTED	09-OCT-2020	
1	McKee, Stacey Pevzner	McKee, Stacey Pevzner	APPROVE	09-OCT-2020	User Defined
2	McDonald, Michael L	McDonald, Michael L	APPROVE	09-OCT-2020	User Defined