



# CITY OF COSTA MESA

## Agenda Report

77 Fair Drive  
Costa Mesa, CA 92626

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**File #:** 24-340

**Meeting Date:** 9/17/2024

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**TITLE:**

**MOBILE VIDEO SYSTEM (MVS) REPLACEMENT AND PURCHASE WITH AXON ENTERPRISE, INC.**

**DEPARTMENT:** POLICE DEPARTMENT

**PRESENTED BY:** DAVID CASAREZ, LIEUTENANT

**CONTACT INFORMATION:** DAVID CASAREZ, 714-754-5354

**RECOMMENDATION:**

Staff recommends the City Council:

1. Authorize the purchase of a mobile video system (MVS) from Axon Enterprise, Inc. (Axon) through a proposed Omnia Partners Cooperative Agreement Contract #3544-21-4615 in the amount of \$6,949,522 to be paid in 10 annual installments of approximately \$733,300 in year one, and \$690,700 years two through ten, to replace the Police Department's current MVS.
2. Authorize a 1.5% contingency in the amount of \$104,243 for unforeseen costs relating to the replacement of the police department's current MVS.
3. Authorize the City Manager and City Attorney to execute any and all documents related to the Axon Enterprise agreement, in a form approved by the City Attorney.

**BACKGROUND:**

In July 2020, the Costa Mesa Police Department purchased the current mobile video system from WatchGuard Video Incorporated. The system included Body Worn Cameras (BWC) and an In-Car-Video System (IVS). The BWCs are used by officers to record interactions with the public, providing transparency and accountability, while the IVS captures video footage from police vehicles, documenting events during patrols and incidents. These components will be collectively referred to as the mobile video system (MVS) in this document.

The contract with WatchGuard spans 5 years, ending in 2025. Since the initial deployment of the WatchGuard MVS, there have been significant issues, especially with upload speeds and sharing of video evidence with the District Attorney's Office and other law enforcement agencies.

Despite efforts by WatchGuard's technicians, the upload speeds from the MVS remain substandard. This causes a vehicle's MVS storage to become full as it cannot offload the videos in a reasonable

time rendering the vehicle out of service for up to two days, especially on weekends.

A significant challenge with the system has been the inability to share video evidence with the District Attorney's Office or other law enforcement agencies leading to cumbersome processes taking several hours for just one case. The time and costs associated with personnel copying evidence for court were substantial, inefficient, and unreasonable. In August 2023, our Evidence Discovery Unit was approximately 821 cases behind due to the extraordinary time it took to download and share video.

At the end of 2023, Axon took the initiative and allowed us to use their proprietary server at no cost to share our digital evidence with the District Attorney's Office and other law enforcement agencies. As a result of Axon's cooperation, as of August 2024, our Evidence Discovery Unit is now only backlogged on 46 cases.

In order to improve overall efficiency and the timeliness of evidence submission to the District Attorney's Office, the Police Department plans to terminate the contract with WatchGuard Inc./Motorola Solutions prior to its end in 2025, as the contract allows.

### **ANALYSIS:**

Axon Enterprise, Inc. (formerly TASER International) is an American company based in Scottsdale, Arizona, that develops technology and products for military, law enforcement, and civilian use. Since April 2005, the CMPD has owned and used conducted energy devices (CEDs) from Axon Enterprise Inc. (TASER International).

Orange County is home to 34 incorporated cities. Amongst them, 10 City police departments, the Orange County Sheriff's Department (which patrols 13 cities), and the District Attorney's Office utilize Axon as their provider for Mobile Video Systems (MVS).

Since July 2023, CMPD has been working with Axon to optimize a 10-year contract, ensuring that CMPD acquires only the necessary and desired equipment. Between March and August 2024, CMPD participated in a limited trial of the Axon Body 4 cameras (BWCs) and Fleet 3 (IVS) in the field. Prior to the start of the trial period, Axon conducted instructional meetings with members of the Command Staff, participating officers, and the court discovery team. Axon technicians, along with our telecommunications installers and I.T. personnel, installed the IVS units in CMPD vehicles and set up a BWC transfer/charging station near the briefing room. Throughout the trial period, informal meetings were held with the participating officers and court discovery team for feedback. They consistently praised Axon for its ease of use, durability, superior BWC mounting options, battery life, ease of recharging the BWC battery in the vehicle, instant video playback, and video/audio quality.

Axon currently has a cooperative agreement through Omnia Partners contract #3544-21-4615, that meets all requirements established by the City of Costa Mesa's Purchasing Policy and the State of California regarding regional, state, and national cooperative purchasing agreements.

This process ensures the city receives the lowest available pricing and satisfies the competitive bid process requirements. This agreement would be in effect for the entire 10-year contract period.

The estimated cost for year one (1) of the agreement is approximately \$733,266, while the annual payment costs for years two (2) through year ten of the agreement is approximately \$690,696. The estimated cost of the agreement is \$6,949,522, with an additional 1.5% (\$104,243) contingency for unforeseen costs, for a total of approximately \$7,053,765 over the full term of the agreement.

**ALTERNATIVES:**

City Council could decide not to authorize the purchase of the Axon Mobile Video System; however, the current system is at its end of life and the Department's ability to record and document contacts, events, and collect audio/video evidence would be compromised.

The City Council could request another assessment of mobile video systems; however, the Axon MVS provides a complete product with the latest technology available and is the system utilized by the Orange County District Attorney's Office thereby offering ease of use and integration.

**FISCAL REVIEW:**

Funding for year one (1) of this purchase is included in the Police Department's fiscal year 2024-25 adopted budget in the General Fund (Fund 101), as will be subsequent years' payments. The funds for the contingency will also be available in the Police Department's Fund 101 budget.

**LEGAL REVIEW:**

The City Attorney's Office has reviewed this agenda report and approved it as to form.

**CITY COUNCIL GOALS AND PRIORITIES:**

This item supports the following City Council Goal:

- Strengthen the public's safety and improve the quality of life.
- Maintain and enhance the City's facilities, technology and equipment.

**CONCLUSION:**

Staff recommends the City Council:

1. Authorize the purchase of a mobile video system (MVS) from Axon Enterprise, Inc. (Axon) through the Omnia Partners Cooperative Agreement Contract # 3544-21-4615 in the amount of \$6,949,522 as part of a 10-year agreement to replace the Police Department's current MVS.
2. Authorize a 1.5% contingency in the amount of \$104,243 for unforeseen costs relating to the replacement of the police department's current MVS.
3. Authorize the City Manager and City Attorney to execute an agreement with Axon Enterprise, in a form approved by the City Attorney.