

Submission #13

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Submitted by Anonymous (not verified)

September 10, 2021 - 8:48am

71.184.219.170

Department Name

Police

Department Head Name

Kenneth M. Paulhus

Department Head Title

Chief of Police

Fiscal Year Requested

FY23

Project Description

Police Body Worn Body Camera program to go along with integrated Taser's and Cruiser Camera's operating under one platform with cloud evidence storage.

Select how your project fits into one or more of the following conditions from the town's Capital Plan

- Preservation of operations
- Improvement in the efficiency and effectiveness of service delivery

Why is the project being requested?

The Department will improve its accountability and professional standards with the latest technology under one operating platform.

Estimated Useful Life (in years)

10

Amount Requested

62,694

Expected Funding Source

General Fund

What alternate funding sources have you pursued to offset any portion of the amount requested?

None. Several small funding opportunities have been presented, but we have not met the criteria to apply.

Describe and quantify any revenue that this project may create for the town or alternatively operating costs that may be reduced (if applicable)

We currently carry Axon Taser's, and have Digital Ally cruiser camera's in front line cars. A current yearly \$10,603.00 lease payment would be incorporated into the program. The cruiser camera's cost approx. \$4,500.00 per new cruiser with a five year shelf life.

Estimated Annual Maintenance Cost of Project

0

Provide details of the expected timeline for implementation of this project, upon funding

To be implemented in the first half of the fiscal year.

Please provide any supporting documentation that supports the amount requested including any available vendor quotes.[axon_pricing_estimates.pdf](#)**Please provide any additional files that you believe may be helpful with our review of this request****Date Submitted**

September 10, 2021

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Kenneth Paulhus

From: Kenneth Paulhus
Sent: Wednesday, August 4, 2021 11:23 AM
To: Mark Purple
Cc: cindy mcleod (cmcleod@southboroughma.com); RYAN NEWELL (rnewell@southboroughma.com); SEAN MCCARTHY (smccarthy@southboroughma.com)
Subject: FW: Axon Pricing Estimates

Hi Mark,

We met with Axon/Taser and got an all in price on new tasers, body cams, and cruiser cams (software, data storage, warranty, etc. all included) for ten years.

The price would be \$626,947 or 62,947 a year if broken down (21 Officers and six front line cruisers).

It would probably expand a bit as we need a few spares or if we expand.

We currently replace the cruiser cams every five years at a cost of \$4,500.00 each.

We are spending \$10,603.00 a year on Taser lease agreements which will expand quite a bit upon their replacement.

This would be my priority if there are any infrastructure fund projects being considered.

Thanks,

Ken

Kenneth M. Paulhus
Chief of Police
Town of Southborough
32 Cordaville Road
Southborough MA 01772
(508) 485-2147
kpaulhus@southboroughma.com



From: Sean McCarthy
Sent: Friday, July 30, 2021 8:58 PM

To: Kenneth Paulhus <kpaulhus@southboroughma.com>
Subject: FW: Axon Pricing Estimates

Chief,

Here you go. Scroll all the way down for the full package for 10 years.

Thanks,

Sean

Sean P. McCarthy

Patrol Sergeant
Southborough Police Department

From: Nick Horn <nhorn@axon.com>

Sent: Monday, July 19, 2021 2:44 PM

To: Ryan Newell <rnewell@southboroughma.com>; Sean McCarthy <smccarthy@southboroughma.com>

Cc: Ross Blank <rblank@axon.com>

Subject: Axon Pricing Estimates

[EXTERNAL]

Hi Lt. and Sgt,

Thank you both so much for taking the time out of your day last week to chat with Ross and I. We enjoyed connecting with you both and hope to find a solution that will work for Southborough PD.

Below are some preliminary numbers. We put in a request to have an official quote generated by our team and will send that over as soon as we can. Let me know if you'd like us to include Fleet 3 on there or leave it off for now.

Thank you for the Time and let us know if you have any questions!

- 1.) Evidence.com Video
- 2.) Axon Body 3
- 3.) Evidence.com Features (redaction)
- 4.) Fleet 3 Video

A.) This quote is for (21) Core + (Taser 7+Axon Body 3 bundle):

- (21) AB3 Cameras Delivered in Year 1
- (3) 8-Bay Docking Stations
- Mounts for all of your officers
- (21) Evidence.Com Unlimited licenses
- Camera Refreshes on years 2.5, 5, 7.5 and 10 (Total of 84 cameras received)
- Full 10 Year Warranty on all Devices
- Future Proofed: Free Upgrades to new cameras
- Unlimited Cloud Storage for Dept
- Included Redaction Software

- **Signal Sidearm (Firearm Activation of AB3)**
- **Fleet Signal (Car Triggers for body cams)**
- **Axon Respond**
- **21 Taser 7s**
- **Duty Cartridges**
- **Training Cartridges**
- **Auto-Tagging**
- **Installation and On-site Training from Axon Team**
- **Respond+ (GPS and Live-Streaming of recorded devices)**

\$472,558.14/10 Years (\$47,255.82 per year)

Without Livestream: \$423,198/10 Years (\$42,319.80 per year)

B.) (6) Fleet 3 Quote

- **(6) Fleet 3 system (Dash cam and Backseat cam)**
- **Axon Installation Included**
- **10 Year warranty on both cameras**
- **MDT app to view evidence and offload as you go**
- **Unlimited cloud storage onto Evidence.com**
- **Signal Triggers (cameras automatically activated via lightbar, speed, crash, door) what you prefer**
- **Livestreaming & ALPR**

\$154,389.62/10 Years (\$15,438 per year)

C.) Full Solution (Core+ and Fleet 3)

\$626,947.76/10 Years (\$62,694.77 per year)

Without Livestream: \$577,587.62 (\$57,758.76 per year)

Nick Horn

Northeast Body Cams Rep

Direct Line: (480) 676-2870

Customer Service: 1-800-978-2737

AXON.COM