



## MEMORANDUM

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Date: November 5, 2025

To: Honorable Mayor and Commissioners

Via: Brian L. Barroso  
City Manager

From: Sean T. Brandenburg  
Chief of Police

Subject: Authorize the Key West Police Department to enter a 10-year contract with Axon that replaces our current piecemeal purchasing contracts with an integrated, fixed-price program, at a total cost of \$3,739,205.25. This purchase would be made pursuant to sections 2-844 (A) – Brand Name, 2-797 (1) (b) – Sole Source, and 2-797 (4) (b) - Best Interest, of the Code of Ordinances. Authorizing any necessary budget transfers or adjustments; Authorizing the City Manager or designee to execute necessary documents upon consent of the City Attorney. (Legistar 25-4463)

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### **Introduction**

Axon's Unlimited Plus & Fleet 3 + TAP proposal delivers a single 10-year contract that replaces our current piecemeal purchasing contracts with an integrated, fixed-price program. It covers 115 Axon Body 4 cameras, 62 Fleet 3 in-car systems, Virtual Reality training kits, and scheduled refreshes (upgrades) of body cameras every 30 months; and in-car cameras at years 5 and 10. Unlimited Axon Evidence cloud storage, automated redaction, Auto-Transcribe, and Axon Fusus real-time crime-center software are included, eliminating separate licensing and upgrade costs.

### **Background**

The Key West Police Department currently has six separate contracts with Axon for the various equipment and software we utilize. With Axon's Unlimited Plus and Fleet 3 Basic + TAP, the Key West Police Department will gain access to a seamlessly integrated ecosystem of connected hardware and software. Designed to work together, these solutions help better support operations, streamline collaboration, and improve data management—while reinforcing safety and security across our organization.

By bundling these solutions into a single, cost-effective package, Key West Police Department will have the essential tools to increase transparency, streamline workflows, and drive productivity—all while fostering a safer, more connected environment.

Choosing a bundled investment over individual purchases (contracts) provides significant value, with a savings of approximately \$3,126,082.70 over a 10-year contract.

This proposal includes 115 Axon Body 4 cameras, 62 Fleet 3 in-car camera systems, Virtual Reality training kits, and scheduled upgrades (body worn cameras every 30 months; in-car cameras at years 5 and 10). Unlimited Axon Evidence cloud storage, automated redaction, Auto-Transcribe, and Axon Fusus real-time crime-center software are included, eliminating separate licensing and upgrade costs.

Axon Fusus unifies live video, GPS, and alerts from Axon and third-party cameras into a single map, giving supervisors real-time awareness and a CJIS-compliant evidence vault. Axon is offering a promotion to agencies implementing Fusus.

For contracts signed by 11/30/25, Axon will waive all Automatic License Plate Recognition (ALPR) license fees, an incentive worth \$531,885 if bought separately while locking pricing for the full term.

#### Key Financial & Promotional Highlights:

- Up-front cost (Year 1): \$117,692.19
- Annual cost (Years 2–10): \$402,390.34
- Total 10-year program cost: \$3,739,205.25 (*Note: The Key West Police Department has spent approximately \$2.8 million on Axon products over the last ten years*)
- Guaranteed savings vs. à-la-carte: \$3,091,596.51
  - Average annual savings: \$302,524.13
- No-cost ALPR promotion (value \$531,885) if contract executed by 11/30/25
- All hardware, software, storage, warranties, refreshes (upgrades), installation, training, and 24/7 support are included at the fixed annual rate.

#### **Procurement**

The Key West Police Department is requesting authorization to enter into the proposed 10-year contract with Axon for a total cost of \$3,739,205.05, with the Year-1 (FY 25/26) payment of \$117,692.19. We also request the future annual payments of \$402,390.34 for Years 2-10. We are requesting these funds to be budgeted in account #101-2101-521-6400, Machinery and Equipment.

## **Recommendation**

The Key West Police Department believes this 10-year provides the City of Key West with predictable spending, substantial long-term savings, and an end-to-end digital-evidence and situational-awareness platform without future budgetary surprises.

Exhibits:

Exhibit A – Resolution

Exhibit B – Axon Quote

Exhibit C – Axon Master Services and Purchasing Agreement

Exhibit D - Axon Sole Source Justification Letter