



BOARD AGENDA ITEM EXPLANATION FORM



Board Approval - Authorizing a Bid Waiver and Purchase of AXON Fleet 3 License Plate Readers for Police Squad Cars from Axon Enterprise, Inc. at a total cost of \$71,095.50 divided into payments of \$20,000 for the first year and \$25,547.75 each year for the second and third year of the 40-month contract. This cost was approved and budgeted for in the FY24 Axon Capital Improvement Plan.

Meeting Date: 06/27/2023

Item Number **13.e**

Requested By: Police Department

Action Requested: Board Approval

Prepared By: Alexandra David, Exec. Asst. to
Police Chief

Assigned to:

ATTACHMENTS:

[2023-06-27 AXON Fleet 3 LPRs Board Agenda Memo.pdf](#)
[Squad LPR Invoice.pdf](#)

MOTION

I move for Board Approval authorizing a Bid Waiver and Purchase of AXON Fleet 3 License Plate Readers for Police Squad Cars from Axon Enterprise, Inc. in the amount of \$71,095.50 over the course of a 40-month contract.

REASON FOR REQUEST / BACKGROUND

License plate reading (LPR) cameras are an essential tool in fighting crime and protecting both our residents and businesses. The LPR system will provide the Niles Police Department with analytics and access to billions of license plate scans from our LPR cameras and others deployed in cities throughout the country.

The information provided by the LPR cameras will be invaluable in addressing all types of crimes that occur within the Village of Niles. This upgrade in particular will allow all the Axon fleet 3 cameras in NPD Squad Cars to function as mobile automated license plate readers. This cost was approved and budgeted for in the FY24 Axon Capital Improvement Plan.

Will this action involve an expenditure of funds?

Yes

If yes, is this a budgeted item?

Yes

Impact on future budget(s)

Yes

If yes, Projected Cost(s), Projected Fiscal Year, Project Name

\$71,095, FY25 and FY26, FY24 Axon Capital Improvement Project

Grant Funded Project

No

Grant Source

ORG# 30050

Total Amount for Approval \$71,095

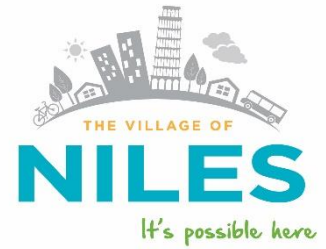
ACCT# 580120

Budget Amount \$200,000

Line Item Budget Amount

Variance

BOARD AGENDA MEMORANDUM



BOARD MEETING DATE: June 27, 2023

TO: Mayor and Board of Trustees

FROM: Luis C. Tigera, Chief of Police

DEPARTMENT: Police

STRATEGIC PRIORITY: Financial Stability and Transparency

APPLICABLE PLAN: Create a 22nd Century technology infrastructure including a renewed commitment to sustainability (e.g., year-round electrical recycling)

PURPOSE AND ACTION REQUESTED: I move for Board Approval authorizing a Bid Waiver and Purchase of AXON Fleet 3 License Plate Readers for Police Squad Cars from Axon Enterprise, Inc. in the amount of \$71,095 over the course of a 40-month contract. This cost was approved and budgeted for in FY24 Capital Improvement Plan.

BACKGROUND: License plate reading (LPR) cameras are an essential tool in fighting crime and protecting both our residents and businesses. The LPR system will provide the Niles Police Department with analytics and access to billions of license plate scans from our LPR cameras and others deployed in cities throughout the country.

The information provided by the LPR cameras will be invaluable in addressing all types of crimes that occur within the Village of Niles. This upgrade in particular will allow all the Axon fleet 3 cameras in NPD Squad Cars to function as mobile automated license plate readers. This cost was approved and budgeted for in the FY24 Capital Improvement Plan.



DISCUSSION/HISTORY: The LPR's provide the following benefits: Assist in locating carjacked vehicles and increase the likelihood of locating offenders. LPR cameras will assist in combating drug trafficking "hot spots" within the village by using convoy analysis. LPR's will help to combat and disrupt catalytic converter and vehicle thefts by using associate analysis and identifying vehicles that frequently travel together. The LPR system will assist in locating suspects that fled by using comprehensive plate location analysis and the use of predictive analytics and historical vehicle location data. Burglary investigations will benefit from the use of common license plate analysis to generate a suspect by examining previously observed vehicles in areas of recent burglaries. In addition, the implementation of this project will assist in expanding the efficacy of the current network of LPRs and enable the police department to develop a "boot initiative," allowing hot lists to be created that list license plates of boot eligible vehicles.

BUDGET: \$20,000 for the first year and \$25,547.75 each year for the second and third year of the 40 month contract at a total cost of \$71,095. The total budget for the FY24 CIP is \$200,000 and this project is within that budget.

RECOMMENDATION: Staff recommends the purchase of AXON Fleet 3 License Plate Readers for Squad Cars.



Axon Enterprise, Inc.
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Scottsdale, Arizona 85255
United States
VAT: 86-0741227
Domestic: (800) 978-2737
International: +1.800.978.2737

Q-480297-45058.494JS

Issued: 05/12/2023

Quote Expiration: 05/31/2023

Estimated Contract Start Date: 06/01/2023

Account Number: 113442

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO
Delivery: Invoice-7000 W Touhy Ave 7000 W Touhy Ave Niles, IL 60714-5300 USA	Niles Police Dept. - IL 1000 Civic Center Drive Niles, IL 60714 USA Email: njz@vniles.com

SALES REPRESENTATIVE	PRIMARY CONTACT
Jen Skouson Phone: Email: jskouson@axon.com Fax:	Nick Zakula Phone: (847) 588-6500 Email: njz@vniles.com Fax: (847) 588-6550

Quote Summary

Program Length	41 Months
TOTAL COST	\$71,095.50
ESTIMATED TOTAL W/ TAX	\$71,095.50

Discount Summary

Average Savings Per Year	\$5,202.16
TOTAL SAVINGS	\$17,774.05

Payment Summary

Date	Subtotal	Tax	Total
May 2023	\$10,000.00	\$0.00	\$10,000.00
Oct 2023	\$10,000.00	\$0.00	\$10,000.00
Oct 2024	\$25,547.75	\$0.00	\$25,547.75
Oct 2025	\$25,547.75	\$0.00	\$25,547.75
Total	\$71,095.50	\$0.00	\$71,095.50

Quote Unbundled Price: \$88,869.55
 Quote List Price: \$88,869.55
 Quote Subtotal: \$71,095.50

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
A la Carte Software									
80401	FLEET 3, ALPR LICENSE, 1 CAMERA	35	41		\$61.93	\$49.54	\$71,095.50	\$0.00	\$71,095.50
Total							\$71,095.50	\$0.00	\$71,095.50

Delivery Schedule

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
A la Carte	80401	FLEET 3, ALPR LICENSE, 1 CAMERA	35	06/01/2023	10/31/2026

Payment Details

May 2023						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	80401	FLEET 3, ALPR LICENSE, 1 CAMERA	35	\$10,000.00	\$0.00	\$10,000.00
Total				\$10,000.00	\$0.00	\$10,000.00

Oct 2023						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	80401	FLEET 3, ALPR LICENSE, 1 CAMERA	35	\$10,000.00	\$0.00	\$10,000.00
Total				\$10,000.00	\$0.00	\$10,000.00

Oct 2024						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	80401	FLEET 3, ALPR LICENSE, 1 CAMERA	35	\$25,547.75	\$0.00	\$25,547.75
Total				\$25,547.75	\$0.00	\$25,547.75

Oct 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	80401	FLEET 3, ALPR LICENSE, 1 CAMERA	35	\$25,547.75	\$0.00	\$25,547.75
Total				\$25,547.75	\$0.00	\$25,547.75

Tax is estimated based on rates applicable at date of quote and subject to change at time of invoicing. If a tax exemption certificate should be applied, please submit prior to invoicing.

Standard Terms and Conditions

Axon Enterprise Inc. Sales Terms and Conditions

Axon Master Services and Purchasing Agreement:

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), as well as the attached Statement of Work (SOW) for Axon Fleet and/or Axon Interview Room purchase, if applicable. In the event you and Axon have entered into a prior agreement to govern all future purchases, that agreement shall govern to the extent it includes the products and services being purchased and does not conflict with the Axon Customer Experience Improvement Program Appendix as described below.

ACEIP:

The Axon Customer Experience Improvement Program Appendix, which includes the sharing of de-identified segments of Agency Content with Axon to develop new products and improve your product experience (posted at www.axon.com/legal/sales-terms-and-conditions), is incorporated herein by reference. By signing below, you agree to the terms of the Axon Customer Experience Improvement Program.

Acceptance of Terms:

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.

h.c. Leger

Signature

5/24/23

Date Signed

5/12/2023

