



City of High Point

Municipal Office Building
211 S. Hamilton Street
High Point, NC 27260

Meeting Agenda

Finance Committee

Britt Moore, Chair

Committee Members:

Monica Peters

Michael Holmes

Victor Jones

Jay Wagner, Mayor (Alternate)

Wesley Hudson, Mayor Pro Tem (Alternate)

Thursday, April 27, 2023

4:00 PM

3rd Council Chamber

FINANCE COMMITTEE - Britt W. Moore, Chair

CALL TO ORDER

PRESENTATION OF ITEMS

[2023-185](#)

Memorandum of Understanding (MOU) Guilford County Board of Education - School Year 2023-24

City Council is requested to execute a memorandum of understanding with Guilford County Board of Education for student transportation for the 2023-2024 school year.

Attachments: [1. Memorandum of Understanding \(MOU\) Guilford County Board of Education –](#)

[2023-186](#)

Contract - Axon Enterprise, Inc. - High Point Police Department

City Council is requested to award a contract to Axon Enterprise, Inc. in the amount of \$4,607,188 for the purchase of body-worn camera systems to be utilized by the High Point Police Department and authorize the appropriate City Officials to negotiate terms of the contract.

Attachments: [2. Contract – Axon Enterprise, Inc. – High Point Police Department](#)

[2023-187](#)

Budget Ordinance - Occupancy Tax Revenues - Convention & Visitor's Bureau & Market Authority

City Council is requested to adopt a budget ordinance to appropriate additional occupancy tax revenues that will be passed along to the Convention and Visitor's Bureau (Visit High Point) and Market Authority.

Attachments: [3. Budget Ordinance – Occupancy Tax Revenues – Convention & Visitor's Bure](#)

ADJOURNMENT

"AN ORDINANCE AMENDING THE 2022-2023 BUDGET ORDINANCE
OF THE CITY OF HIGH POINT, NORTH CAROLINA
TO APPROPRIATE ADDITIONAL OCCUPANCY TAX REVENUES

Be it ordained by the City Council of the City of High Point, North Carolina, as follows:

Section 1. The City of High Point passes through occupancy tax revenues to the Convention and Visitor's Bureau (Visit High Point) and to the Market Authority. An additional budget of \$600,000 in occupancy tax revenue is projected for Visit High Point. An additional \$145,000 in occupancy tax is projected for the Market Authority.

Section 2. The 2022-2023 Budget Ordinance of the City of High Point should be amended as follows:

(A) That the following General Fund revenues be amended as follows:

Occupancy Taxes	\$600,000
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(B) That the following General Fund expenditures be amended as follows:

Convention and Visitor's Bureau (Visit HP)	\$600,000
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(C) That the following Market Authority revenues be amended as follows:

Occupancy Taxes	\$145,000
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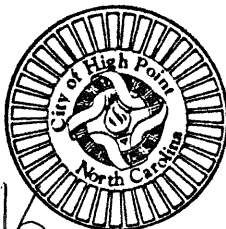
(D) That the following Market Authority expenditures be amended as follows:

Market Authority Allocation	\$145,000
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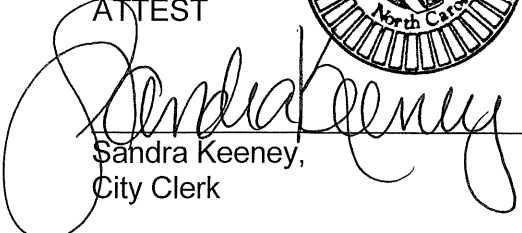
Section 3. That all ordinances, or parts of ordinances in conflict with this ordinance are hereby repealed to the extent of such conflict.

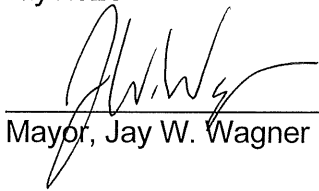
Section 4. That this ordinance shall be effective from and after its passage."

Adopted by High Point City Council, this the 1st day of May 2023



ATTEST


Sandra Keeney,
City Clerk


Mayor, Jay W. Wagner

CITY OF HIGH POINT

AGENDA ITEM

**Title: Occupancy Taxes - Budget Ordinance**

From: Stephen M. Hawryluk
Budget and Performance Manager

Meeting Date: May 1, 2023

Public Hearing: No

Advertising Date /
Advertised By: N/A-

Attachments: Budget Ordinance

PURPOSE:

To appropriate additional occupancy tax revenues that will be passed along to the Convention and Visitor's Bureau (Visit High Point) and Market Authority.

BACKGROUND:

The City of High Point passes through occupancy tax revenues to the Convention and Visitor's Bureau (Visit High Point) and to the Market Authority. Based on revenues received to date, and projections for the remainder of the year, these revenues are projected to exceed the budget.

The proposed amendment appropriates the additional projected revenues that will exceed budget, which will then be passed along to the Convention and Visitor's Bureau (Visit High Point) and Market Authority, respectively.

An additional budget of \$600,000 in occupancy tax revenue is projected for Visit High Point. An additional \$145,000 in occupancy tax revenues is projected for the Market Authority.

BUDGET IMPACT:

There is no net budget impact. The additional revenue received will be passed through to the Convention and Visitor's Bureau (Visit High Point) and Market Authority.

RECOMMENDATION / ACTIONS REQUESTED:

The Financial Services Department recommends and asks the City Council to approve the budget amendment.

“AN ORDINANCE AMENDING THE 2022-2023 BUDGET ORDINANCE
OF THE CITY OF HIGH POINT, NORTH CAROLINA
TO APPROPRIATE ADDITIONAL OCCUPANCY TAX REVENUES

Be it ordained by the City Council of the City of High Point, North Carolina, as follows:

Section 1. The City of High Point passes through occupancy tax revenues to the Convention and Visitor’s Bureau (Visit High Point) and to the Market Authority. An additional budget of \$600,000 in occupancy tax revenue is projected for Visit High Point. An additional \$145,000 in occupancy tax is projected for the Market Authority.

Section 2. The 2022-2023 Budget Ordinance of the City of High Point should be amended as follows:

(A) That the following General Fund revenues be amended as follows:

Occupancy Taxes	\$600,000
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(B) That the following General Fund expenditures be amended as follows:

Convention and Visitor’s Bureau (Visit HP)	\$600,000
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(C) That the following Market Authority revenues be amended as follows:

Occupancy Taxes	\$145,000
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(D) That the following Market Authority expenditures be amended as follows:

Market Authority Allocation	\$145,000
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Section 3. That all ordinances, or parts of ordinances in conflict with this ordinance are hereby repealed to the extent of such conflict.

Section 4. That this ordinance shall be effective from and after its passage."

Adopted by High Point City Council, this the 1st day of May 2023

Mayor, Jay W. Wagner

ATTEST

Sandra Keeney,
City Clerk



**FORMAL BID RECOMMENDATION
REQUEST FOR COUNCIL APPROVAL**

DEPARTMENT:

COUNCIL AGENDA DATE:

BID NO.: CONTRACT NO.: DATE OPENED:

DESCRIPTION:

PURPOSE:

COMMENTS:

RECOMMEND AWARD TO: AMOUNT:

JUSTIFICATION:

ACCOUNTING UNIT	ACCOUNT	ACTIVITY	CATEGORY	BUDGETED AMOUNT
TOTAL BUDGETED AMOUNT				

DEPARTMENT HEAD: DATE:

The Purchasing Division concurs with recommendation submitted by the and recommends award to the lowest responsible, responsive bidder in the amount of \$.

PURCHASING MANAGER: DATE:

Approved for Submission to Council
FINANCIAL SERVICES DIRECTOR: DATE:

CITY MANAGER: DATE:

CITY OF HIGH POINT

AGENDA ITEM



Title: Contract with Axon Enterprise, Inc.

From: Chief J. Travis Stroud

Meeting Date: May 1, 2023

Public Hearing: N/A

Advertising Date: N/A

Advertised By: N/A

Attachments: Formal Bid Recommendation Request Form
Body-Worn Camera & In-car Car Image & Quote

PURPOSE:

City Council is asked to approve a purchase for body-worn camera and in-car camera systems to be utilized by the High Point Police Department with Axon Enterprise, Inc., amounting to \$4,607,188. The Body-Worn Camera Program including in-car camera systems is critical to transparency, accountability, and training for the Department.

BACKGROUND:

The High Point Police Department, with deliberation and thoughtful assessment, wishes to engage Axon Enterprise, Inc. for the continued support of a high-functioning Body-Worn Camera Program including in-car cameras. Axon offers the City improved features, options, add-ons, technology support, storage solutions, and integration, plus digital evidence management (DEM). DEM is a process that combines electronic data (videos, photos, documents, and other material) into a shared repository. They also offer a technology assurance plan.

BUDGET IMPACT:

Initially, a bridge payment of \$10,622 will be made in May 2023 utilizing General Budget Funds. The funds have been identified within the Patrol Division's operating budget.

The City of High Point will then enter into a contract in the amount of \$4,607,188 with the first payment coming due in fiscal year 2024 and paid annually through July 2028. The purchase will be made piggybacking off the Charlotte Cooperative Purchasing Alliance Agreement (between the City of Charlotte, NC and Axon Enterprise, Inc.) <http://charlottealliance.org/contracts/axon-enterprise-inc-tasers-and-body-cameras-/index.cfm?asdf=3&ctxt=docs>

The Police Department pledges to apply future Justice Assistance Grant (JAG) Awards toward the annual lease payment. Payments are as follows:

Year 1/April 2024 -\$460,398.53

Year 1/May 2024 -\$3,202.50

Year 1/July 2024 -\$460,398.50

Year 2/2025 - \$920,797.06

Year 3/2026 - \$920,797.06

Year 4/2027 - \$920,797.06

Year 5/2028 - \$920,797.06

RECOMMENDATION / ACTION REQUESTED:

The High Point Police Department recommends approval of Axon Enterprise, Inc. as the Department's Body-worn Camera Program (including In-car Cameras) vendor and authorization for the appropriate City Officials to negotiate terms and execute the contract.



AXON BODY 4



AXON FLEET 3



Axon Enterprise, Inc.
17800 N 85th St.
Scottsdale, Arizona 85255
United States
VAT: 86-0741227
Domestic: (800) 978-2737
International: +1.800.978.2737

Q-460614-45040.792KY

Issued: 04/24/2023

Quote Expiration: 03/31/2023

Estimated Contract Start Date: 05/01/2024

Account Number: 172690

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO
High Point Police Department - NC 1730 WESTCHESTER DR HIGH POINT, NC 27262-7007 USA	High Point Police Department - NC 1730 WESTCHESTER DR HIGH POINT, NC 27262-7007 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Kenan Yarboro Phone: Email: kyarboro@axon.com Fax:	Anthro Gamble Phone: (336) 883-3224 Email: anthro.gamble@highpointnc.gov Fax:

Quote Summary

Program Length	59 Months
TOTAL COST	\$4,459,526.81
ESTIMATED TOTAL W/ TAX	\$4,607,187.77

Discount Summary

Average Savings Per Year	\$144,263.28
TOTAL SAVINGS	\$709,294.46

Payment Summary

Date	Subtotal	Tax	Total
Apr 2024	\$445,652.68	\$14,745.85	\$460,398.53
May 2024	\$3,000.00	\$202.50	\$3,202.50
Jul 2024	\$445,652.65	\$14,745.85	\$460,398.50
Jul 2025	\$891,305.37	\$29,491.69	\$920,797.06
Jul 2026	\$891,305.37	\$29,491.69	\$920,797.06
Jul 2027	\$891,305.37	\$29,491.69	\$920,797.06
Jul 2028	\$891,305.37	\$29,491.69	\$920,797.06
Total	\$4,459,526.81	\$147,660.96	\$4,607,187.77

Quote Unbundled Price:	\$5,168,821.27
Quote List Price:	\$4,468,149.66
Quote Subtotal:	\$4,459,526.81

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
Program									
80462	FLEET 3 ADVANCED BUNDLE WITH TAP TRUE UP	190	1		\$108.00	\$108.00	\$20,520.00	\$1,385.10	\$21,905.10
73352	BWC HARDWARE FINANCING TRUE UP PAYMENT	209	1		\$23.30	\$23.30	\$4,869.70	\$328.70	\$5,198.40
BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	24	59	\$71.42	\$34.66	\$34.66	\$49,078.56	\$3,312.82	\$52,391.38
BWCamTAP	Body Worn Camera TAP Bundle	185	59	\$35.89	\$32.50	\$32.50	\$354,737.50	\$23,944.72	\$378,682.22
Fleet3A	Fleet 3 Advanced	190	59	\$309.13	\$254.57	\$254.57	\$2,853,729.70	\$106,240.44	\$2,959,970.14
A la Carte Hardware									
71210	FLEET DOOR TRIGGER HARDWARE, US	190			\$18.60	\$18.60	\$3,534.00	\$238.54	\$3,772.54
AB3C	AB3 Camera Bundle	185			\$749.00	\$749.00	\$138,565.00	\$9,353.14	\$147,918.14
AB3MBD	AB3 Multi Bay Dock Bundle	24			\$1,638.90	\$1,638.90	\$39,333.60	\$2,655.00	\$41,988.60
A la Carte Software									
73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	185	59		\$25.99	\$25.99	\$283,680.85	\$0.00	\$283,680.85
73680	RESPOND DEVICE PLUS LICENSE	195	59		\$20.58	\$20.58	\$236,772.90	\$0.00	\$236,772.90
73682	AUTO TAGGING LICENSE	185	59		\$9.75	\$9.75	\$106,421.25	\$0.00	\$106,421.25
BasicLicense	Basic License Bundle	160	59		\$16.85	\$16.25	\$153,400.00	\$0.00	\$153,400.00
ProLicense	Pro License Bundle	25	59		\$42.84	\$42.25	\$62,318.75	\$0.00	\$62,318.75
ProLicense	Pro License Bundle	60	59		\$42.84	\$42.25	\$149,565.00	\$0.00	\$149,565.00
A la Carte Services									
79999	AUTO TAGGING / PERFORMANCE IMPLEMENTATION SERVICE	1			\$3,000.00	\$3,000.00	\$3,000.00	\$202.50	\$3,202.50
Total							\$4,459,526.81	\$147,660.96	\$4,607,187.77

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Estimated Delivery Date
AB3 Camera Bundle	11534	USB-C to USB-A CABLE FOR AB3 OR FLEX 2	204	04/01/2024
AB3 Camera Bundle	73202	AXON BODY 3 - NA10 - US - BLK - RAPIDLOCK	185	04/01/2024
AB3 Camera Bundle	73202	AXON BODY 3 - NA10 - US - BLK - RAPIDLOCK	6	04/01/2024
AB3 Camera Bundle	74028	WING CLIP MOUNT, AXON RAPIDLOCK	204	04/01/2024
AB3 Multi Bay Dock Bundle	70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	24	04/01/2024
AB3 Multi Bay Dock Bundle	71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK	24	04/01/2024
AB3 Multi Bay Dock Bundle	74210	AXON BODY 3 - 8 BAY DOCK	24	04/01/2024
Fleet 3 Advanced	11634	CRADLEPOINT IBR900-1200M-B-NPS+5YR NETCLOUD	190	04/01/2024
Fleet 3 Advanced	70112	AXON SIGNAL UNIT	190	04/01/2024
Fleet 3 Advanced	71200	FLEET ANT, AIRGAIN, 5-IN-1, 2LTE, 2WIFI, 1GNSS, BL	190	04/01/2024
Fleet 3 Advanced	72034	FLEET SIM INSERTION, VZW	190	04/01/2024
Fleet 3 Advanced	72036	FLEET 3 STANDARD 2 CAMERA KIT	190	04/01/2024
Fleet 3 Advanced	72036	FLEET 3 STANDARD 2 CAMERA KIT	6	04/01/2024
A la Carte	71210	FLEET DOOR TRIGGER HARDWARE, US	190	04/01/2024
Body Worn Camera Multi-Bay Dock TAP Bundle	73689	MULTI-BAY BWC DOCK 1ST REFRESH	24	10/01/2026
Body Worn Camera TAP Bundle	73309	AXON CAMERA REFRESH ONE	191	10/01/2026
Body Worn Camera Multi-Bay Dock TAP Bundle	73688	MULTI-BAY BWC DOCK 2ND REFRESH	24	03/01/2029
Body Worn Camera TAP Bundle	73310	AXON CAMERA REFRESH TWO	191	03/01/2029
Fleet 3 Advanced	72040	FLEET REFRESH, 2 CAMERA KIT	190	03/01/2029
Fleet 3 Advanced	72040	FLEET REFRESH, 2 CAMERA KIT	6	03/01/2029

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Basic License Bundle	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	160	05/01/2024	03/31/2029
Basic License Bundle	73840	EVIDENCE.COM BASIC ACCESS LICENSE	160	05/01/2024	03/31/2029
Fleet 3 Advanced	80400	FLEET, VEHICLE LICENSE	190	05/01/2024	03/31/2029
Fleet 3 Advanced	80401	FLEET 3, ALPR LICENSE, 1 CAMERA	190	05/01/2024	03/31/2029
Fleet 3 Advanced	80402	RESPOND DEVICE LICENSE - FLEET 3	190	05/01/2024	03/31/2029
Fleet 3 Advanced	80410	FLEET, UNLIMITED STORAGE, 1 CAMERA	380	05/01/2024	03/31/2029
Pro License Bundle	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	75	05/01/2024	03/31/2029
Pro License Bundle	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	180	05/01/2024	03/31/2029
Pro License Bundle	73746	PROFESSIONAL EVIDENCE.COM LICENSE	25	05/01/2024	03/31/2029
Pro License Bundle	73746	PROFESSIONAL EVIDENCE.COM LICENSE	60	05/01/2024	03/31/2029
A la Carte	73680	RESPOND DEVICE PLUS LICENSE	195	05/01/2024	03/31/2029
A la Carte	73682	AUTO TAGGING LICENSE	185	05/01/2024	03/31/2029
A la Carte	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	185	05/01/2024	03/31/2029

Services

Bundle	Item	Description	QTY
Fleet 3 Advanced	73391	FLEET 3 DEPLOYMENT (PER VEHICLE)	190
A la Carte	79999	AUTO TAGGING / PERFORMANCE IMPLEMENTATION SERVICE	1

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Body Worn Camera TAP Bundle	80464	EXT WARRANTY, CAMERA (TAP)	185	03/01/2025	03/31/2029
Body Worn Camera TAP Bundle	80464	EXT WARRANTY, CAMERA (TAP)	6	03/01/2025	03/31/2029
Body Worn Camera Multi-Bay Dock TAP Bundle	80465	EXT WARRANTY, MULTI-BAY DOCK (TAP)	24	04/01/2025	03/31/2029
Fleet 3 Advanced	80379	EXT WARRANTY, AXON SIGNAL UNIT	190	04/01/2025	03/31/2029
Fleet 3 Advanced	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	190	04/01/2025	03/31/2029
Fleet 3 Advanced	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	6	04/01/2025	03/31/2029

Payment Details

Apr 2024

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1 A	73352	BWC HARDWARE FINANCING TRUE UP PAYMENT	209	\$486.97	\$32.87	\$519.84
Year 1 A	73680	RESPOND DEVICE PLUS LICENSE	195	\$23,677.29	\$0.00	\$23,677.29
Year 1 A	73682	AUTO TAGGING LICENSE	185	\$10,642.13	\$0.00	\$10,642.13
Year 1 A	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	185	\$28,368.09	\$0.00	\$28,368.09
Year 1 A	AB3C	AB3 Camera Bundle	185	\$13,856.50	\$935.31	\$14,791.81
Year 1 A	AB3MBD	AB3 Multi Bay Dock Bundle	24	\$3,933.36	\$265.50	\$4,198.86
Year 1 A	BasicLicense	Basic License Bundle	160	\$15,340.00	\$0.00	\$15,340.00
Year 1 A	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	24	\$4,907.85	\$331.29	\$5,239.14
Year 1 A	BWCamTAP	Body Worn Camera TAP Bundle	185	\$35,473.75	\$2,394.48	\$37,868.23
Year 1 A	ProLicense	Pro License Bundle	25	\$6,231.88	\$0.00	\$6,231.88
Year 1 A	ProLicense	Pro License Bundle	60	\$14,956.50	\$0.00	\$14,956.50
Annual Payment 1 A Fleet	71210	FLEET DOOR TRIGGER HARDWARE, US	190	\$353.40	\$23.85	\$377.25
Annual Payment 1 A Fleet	80462	FLEET 3 ADVANCED BUNDLE WITH TAP TRUE UP	190	\$2,052.00	\$138.51	\$2,190.51
Annual Payment 1 A Fleet	Fleet3A	Fleet 3 Advanced	190	\$285,372.96	\$10,624.04	\$295,997.00
Total				\$445,652.68	\$14,745.85	\$460,398.53

May 2024

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Invoice Upon Fulfillment	79999	AUTO TAGGING / PERFORMANCE IMPLEMENTATION SERVICE	1	\$3,000.00	\$202.50	\$3,202.50
Invoice Upon Fulfillment	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	24	\$0.00	\$0.00	\$0.00
Total				\$3,000.00	\$202.50	\$3,202.50

Jul 2024

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1 B	73352	BWC HARDWARE FINANCING TRUE UP PAYMENT	209	\$486.97	\$32.87	\$519.84
Year 1 B	73680	RESPOND DEVICE PLUS LICENSE	195	\$23,677.29	\$0.00	\$23,677.29
Year 1 B	73682	AUTO TAGGING LICENSE	185	\$10,642.12	\$0.00	\$10,642.12
Year 1 B	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	185	\$28,368.08	\$0.00	\$28,368.08
Year 1 B	AB3C	AB3 Camera Bundle	185	\$13,856.50	\$935.31	\$14,791.81
Year 1 B	AB3MBD	AB3 Multi Bay Dock Bundle	24	\$3,933.36	\$265.50	\$4,198.86
Year 1 B	BasicLicense	Basic License Bundle	160	\$15,340.00	\$0.00	\$15,340.00
Year 1 B	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	24	\$4,907.85	\$331.29	\$5,239.14
Year 1 B	BWCamTAP	Body Worn Camera TAP Bundle	185	\$35,473.75	\$2,394.48	\$37,868.23
Year 1 B	ProLicense	Pro License Bundle	25	\$6,231.87	\$0.00	\$6,231.87
Year 1 B	ProLicense	Pro License Bundle	60	\$14,956.50	\$0.00	\$14,956.50
Annual Payment 2 B Fleet	71210	FLEET DOOR TRIGGER HARDWARE, US	190	\$353.40	\$23.85	\$377.25
Annual Payment 2 B Fleet	80462	FLEET 3 ADVANCED BUNDLE WITH TAP TRUE UP	190	\$2,052.00	\$138.51	\$2,190.51
Annual Payment 2 B Fleet	Fleet3A	Fleet 3 Advanced	190	\$285,372.96	\$10,624.04	\$295,997.00
Total				\$445,652.65	\$14,745.85	\$460,398.50

Jul 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	73352	BWC HARDWARE FINANCING TRUE UP PAYMENT	209	\$973.94	\$65.74	\$1,039.68
Year 2	73680	RESPOND DEVICE PLUS LICENSE	195	\$47,354.58	\$0.00	\$47,354.58
Year 2	73682	AUTO TAGGING LICENSE	185	\$21,284.25	\$0.00	\$21,284.25
Year 2	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	185	\$56,736.17	\$0.00	\$56,736.17
Year 2	AB3C	AB3 Camera Bundle	185	\$27,713.00	\$1,870.63	\$29,583.63
Year 2	AB3MBD	AB3 Multi Bay Dock Bundle	24	\$7,866.72	\$531.00	\$8,397.72
Year 2	BasicLicense	Basic License Bundle	160	\$30,680.00	\$0.00	\$30,680.00
Year 2	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	24	\$9,815.71	\$662.56	\$10,478.27
Year 2	BWCamTAP	Body Worn Camera TAP Bundle	185	\$70,947.51	\$4,788.94	\$75,736.45
Year 2	ProLicense	Pro License Bundle	25	\$12,463.75	\$0.00	\$12,463.75
Year 2	ProLicense	Pro License Bundle	60	\$29,913.00	\$0.00	\$29,913.00
Annual Payment 3 Fleet	71210	FLEET DOOR TRIGGER HARDWARE, US	190	\$706.80	\$47.71	\$754.51
Annual Payment 3 Fleet	80462	FLEET 3 ADVANCED BUNDLE WITH TAP TRUE UP	190	\$4,104.00	\$277.02	\$4,381.02
Annual Payment 3 Fleet	Fleet3A	Fleet 3 Advanced	190	\$570,745.94	\$21,248.09	\$591,994.03
Total				\$891,305.37	\$29,491.69	\$920,797.06

Jul 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	73352	BWC HARDWARE FINANCING TRUE UP PAYMENT	209	\$973.94	\$65.74	\$1,039.68
Year 3	73680	RESPOND DEVICE PLUS LICENSE	195	\$47,354.58	\$0.00	\$47,354.58
Year 3	73682	AUTO TAGGING LICENSE	185	\$21,284.25	\$0.00	\$21,284.25
Year 3	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	185	\$56,736.17	\$0.00	\$56,736.17
Year 3	AB3C	AB3 Camera Bundle	185	\$27,713.00	\$1,870.63	\$29,583.63
Year 3	AB3MBD	AB3 Multi Bay Dock Bundle	24	\$7,866.72	\$531.00	\$8,397.72
Year 3	BasicLicense	Basic License Bundle	160	\$30,680.00	\$0.00	\$30,680.00
Year 3	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	24	\$9,815.71	\$662.56	\$10,478.27
Year 3	BWCamTAP	Body Worn Camera TAP Bundle	185	\$70,947.51	\$4,788.94	\$75,736.45
Year 3	ProLicense	Pro License Bundle	25	\$12,463.75	\$0.00	\$12,463.75
Year 3	ProLicense	Pro License Bundle	60	\$29,913.00	\$0.00	\$29,913.00
Annual Payment 4 Fleet	71210	FLEET DOOR TRIGGER HARDWARE, US	190	\$706.80	\$47.71	\$754.51
Annual Payment 4 Fleet	80462	FLEET 3 ADVANCED BUNDLE WITH TAP TRUE UP	190	\$4,104.00	\$277.02	\$4,381.02
Annual Payment 4 Fleet	Fleet3A	Fleet 3 Advanced	190	\$570,745.94	\$21,248.09	\$591,994.03
Total				\$891,305.37	\$29,491.69	\$920,797.06

Jul 2027						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	73352	BWC HARDWARE FINANCING TRUE UP PAYMENT	209	\$973.94	\$65.74	\$1,039.68
Year 4	73680	RESPOND DEVICE PLUS LICENSE	195	\$47,354.58	\$0.00	\$47,354.58
Year 4	73682	AUTO TAGGING LICENSE	185	\$21,284.25	\$0.00	\$21,284.25
Year 4	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	185	\$56,736.17	\$0.00	\$56,736.17
Year 4	AB3C	AB3 Camera Bundle	185	\$27,713.00	\$1,870.63	\$29,583.63
Year 4	AB3MBD	AB3 Multi Bay Dock Bundle	24	\$7,866.72	\$531.00	\$8,397.72
Year 4	BasicLicense	Basic License Bundle	160	\$30,680.00	\$0.00	\$30,680.00
Year 4	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	24	\$9,815.71	\$662.56	\$10,478.27
Year 4	BWCamTAP	Body Worn Camera TAP Bundle	185	\$70,947.51	\$4,788.94	\$75,736.45

Jul 2027						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	ProLicense	Pro License Bundle	25	\$12,463.75	\$0.00	\$12,463.75
Year 4	ProLicense	Pro License Bundle	60	\$29,913.00	\$0.00	\$29,913.00
Annual Payment 5 Fleet	71210	FLEET DOOR TRIGGER HARDWARE, US	190	\$706.80	\$47.71	\$754.51
Annual Payment 5 Fleet	80462	FLEET 3 ADVANCED BUNDLE WITH TAP TRUE UP	190	\$4,104.00	\$277.02	\$4,381.02
Annual Payment 5 Fleet	Fleet3A	Fleet 3 Advanced	190	\$570,745.94	\$21,248.09	\$591,994.03
Total				\$891,305.37	\$29,491.69	\$920,797.06

Jul 2028						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	73352	BWC HARDWARE FINANCING TRUE UP PAYMENT	209	\$973.94	\$65.74	\$1,039.68
Year 5	73680	RESPOND DEVICE PLUS LICENSE	195	\$47,354.58	\$0.00	\$47,354.58
Year 5	73682	AUTO TAGGING LICENSE	185	\$21,284.25	\$0.00	\$21,284.25
Year 5	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	185	\$56,736.17	\$0.00	\$56,736.17
Year 5	AB3C	AB3 Camera Bundle	185	\$27,713.00	\$1,870.63	\$29,583.63
Year 5	AB3MBD	AB3 Multi Bay Dock Bundle	24	\$7,866.72	\$531.00	\$8,397.72
Year 5	BasicLicense	Basic License Bundle	160	\$30,680.00	\$0.00	\$30,680.00
Year 5	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	24	\$9,815.73	\$662.56	\$10,478.29
Year 5	BWCamTAP	Body Worn Camera TAP Bundle	185	\$70,947.47	\$4,788.94	\$75,736.41
Year 5	ProLicense	Pro License Bundle	25	\$12,463.75	\$0.00	\$12,463.75
Year 5	ProLicense	Pro License Bundle	60	\$29,913.00	\$0.00	\$29,913.00
Annual Payment 6 Fleet	71210	FLEET DOOR TRIGGER HARDWARE, US	190	\$706.80	\$47.71	\$754.51
Annual Payment 6 Fleet	80462	FLEET 3 ADVANCED BUNDLE WITH TAP TRUE UP	190	\$4,104.00	\$277.02	\$4,381.02
Annual Payment 6 Fleet	Fleet3A	Fleet 3 Advanced	190	\$570,745.96	\$21,248.09	\$591,994.05
Total				\$891,305.37	\$29,491.69	\$920,797.06

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.

Contract City of Charlotte CCPA Contract 2022000665 is incorporated by reference into the terms and conditions of this Agreement. In the event of conflict the terms of Axon's Master Services and Purchasing Agreement shall govern.

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.

Signature

Date Signed

4/24/2023



ATTENTION

This order may qualify for freight shipping, please fill out the following information.

Who is the receiving contact and what is the contact phone number for this shipment?	
What are the receiving hours of operation?	
Is a loading dock available for this incoming shipment? If yes, are you able to unload pallets from the trailer or will the driver need to assist with unload?	
Do you have a forklift and/or pallet jack to transport pallets into your facility?	
Are there any delivery restrictions (no 53' trailers, no box trucks, etc.)?	



Axon Enterprise, Inc.
17800 N 85th St.
Scottsdale, Arizona 85255
United States
VAT: 86-0741227
Domestic: (800) 978-2737
International: +1.800.978.2737

Q-476288-45033.591KY

Issued: 04/17/2023

Quote Expiration: 03/31/2023

Estimated Contract Start Date: 05/01/2023

Account Number: 172690

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO
High Point Police Department - NC 1730 WESTCHESTER DR HIGH POINT, NC 27262-7007 USA	High Point Police Department - NC 1730 WESTCHESTER DR HIGH POINT, NC 27262-7007 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Kenan Yarboro Phone: Email: kyarboro@axon.com Fax:	Anthro Gamble Phone: (336) 883-3224 Email: anthro.gamble@highpointnc.gov Fax:

Quote Summary

Program Length	12 Months
TOTAL COST	\$9,950.00
ESTIMATED TOTAL W/ TAX	\$10,621.63

Discount Summary

Average Savings Per Year	\$70,197.00
TOTAL SAVINGS	\$70,197.00

Payment Summary

Date	Subtotal	Tax	Total
May 2023	\$9,950.00	\$671.63	\$10,621.63
Total	\$9,950.00	\$671.63	\$10,621.63

Quote Unbundled Price:	\$80,147.00
Quote List Price:	\$80,147.00
Quote Subtotal:	\$9,950.00

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									
BasicLicense	Basic License Bundle	160	12		\$15.55	\$0.00	\$0.00	\$0.00	\$0.00
ProLicense	Pro License Bundle	85	12		\$39.55	\$0.00	\$0.00	\$0.00	\$0.00
A la Carte Services									
85144	AXON STARTER	1			\$9,950.00	\$9,950.00	\$9,950.00	\$671.63	\$10,621.63
Total							\$9,950.00	\$671.63	\$10,621.63

Delivery Schedule

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Basic License Bundle	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	160	05/01/2023	04/30/2024
Basic License Bundle	73840	EVIDENCE.COM BASIC ACCESS LICENSE	160	05/01/2023	04/30/2024
Pro License Bundle	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	255	05/01/2023	04/30/2024
Pro License Bundle	73746	PROFESSIONAL EVIDENCE.COM LICENSE	85	05/01/2023	04/30/2024

Services

Bundle	Item	Description	QTY
A la Carte	85144	AXON STARTER	1

Payment Details

May 2023						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1 PSO	85144	AXON STARTER	1	\$9,950.00	\$671.63	\$10,621.63
Invoice Upon Fulfillment	BasicLicense	Basic License Bundle	160	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	ProLicense	Pro License Bundle	85	\$0.00	\$0.00	\$0.00
Total				\$9,950.00	\$671.63	\$10,621.63

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.

Contract City of Charlotte CCPA Contract 2022000665 is incorporated by reference into the terms and conditions of this Agreement. In the event of conflict the terms of Axon's Master Services and Purchasing Agreement shall govern.

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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.

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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.

Signature

Date Signed

4/17/2023





**FORMAL BID RECOMMENDATION
REQUEST FOR COUNCIL APPROVAL**

DEPARTMENT:

COUNCIL AGENDA DATE:

BID NO.: CONTRACT NO.: DATE OPENED:

DESCRIPTION:

PURPOSE:

COMMENTS:

RECOMMEND AWARD TO: AMOUNT:

JUSTIFICATION:

ACCOUNTING UNIT	ACCOUNT	ACTIVITY	CATEGORY	BUDGETED AMOUNT
TOTAL BUDGETED AMOUNT				

DEPARTMENT HEAD: DATE:

The Purchasing Division concurs with recommendation submitted by the and recommends award to the lowest responsible, responsive bidder in the amount of \$.

PURCHASING MANAGER: DATE:

Approved for Submission to Council
FINANCIAL SERVICES DIRECTOR: DATE:

CITY MANAGER: DATE: