City of Asheville Staff Report

City Council Meeting Date: May 12, 2026

Staff Resources:

- Jackie Stepp - APD Interim Police Chief, Elise Lewis - APD Financial Business Manager

Action Requested:

- Adoption of a resolution to authorize the City Manager to execute on behalf of the City of Asheville a contract with Axon Enterprises, Inc, for a period of seven and a half years, to bundle all existing agreements for APD's current inventory of Body-Worn Cameras, Tasers, Drones, Lightpost and Interview Room to include equipment, warranties, licensing, and cloud storage for all, and add FUSUS software, utilizing the pricing offered through Sourcewell cooperative contract #101223-AXN.

Background:

- APD has five separate agreements with Axon to provide Body-Worn Cameras, Tasers, Drones, Lightpost, and Interview Room, including equipment, warranties, licensing, and cloud storage for all.
- APD reached out to Axon in response to the City's request for cost-saving ideas for the FY27 budget.
- Axon proposed a seven-and-a-half-year combined contract that offered the City of Asheville considerable savings for the first two years, while locking in current pricing for licensing, warranties, and cloud storage for an additional five and a half years through FY34.
- APD's current agreements will begin to expire in FY29 if left unbundled. Locking in pricing now will guarantee there is no significant increase in future costs for continued licensing, warranties, and cloud storage for our existing equipment and software.
- By bundling Fusus into this contract with the other Axon products currently in use by APD, there are additional cost savings for Fusus of $46,948.25 over the life of the contract.

Vendor Outreach:

- Not applicable. Axon is a selected vendor of the Sourcewell Cooperative Purchasing Program

Council Vision 2036 Focus Area(s):

- Fiscally Resilient City

Council Priority Recovery Area(s):

- NA

Committee(s):

- None

Fiscal Impact:

- The FY27 cost of the existing agreements as they currently stand is $837,155.82. Bundling them into this new contract reduces the cost to $740,000.00 for FY27.
- Additional cost savings for FY28 would be realized in a reduction from $856,418.41 to $777,500.00 under the new bundled contract.
- The FY27 addition of FUSUS to the bundle is $467,602.15, which will be funded by the Community Project Funding (CPF) Award if approved by Council.
    - Council will review a budget amendment at this Council meeting to add $1,141,256 for the Community Project Funding Award.

Suggested Motion:

- Motion to adopt a resolution to authorize the City Manager to execute on behalf of the City of Asheville a contract with Axon Enterprises, Inc, for a period of seven and a half years,to bundle all existing agreements for APD's current inventory of Body-Worn Cameras, Tasers, Drones, Lightpost and Interview Room to include equipment, warranties, licensing, and cloud storage for all, and add FUSUS software, utilizing the pricing offered through Sourcewell cooperative contract #101223-AXN.

Attachment(s):

- Resolution

City of Asheville Resolution Number 26-___

Resolution authorizing the City Manager to execute on behalf of the City of Asheville a contract with Axon Enterprises, Inc, for a period of seven and a half years, to bundle all existing agreements for APD's current inventory of Body-Worn Cameras, Tasers, Drones, Lightpost and Interview Room to include equipment, warranties, licensing, and cloud storage for all, and add FUSUS software, utilizing the pricing offered through Sourcewell cooperative contract

Whereas, pursuant to North Carolina General Statute Section 143-129(e)(3), the City is authorized to enter into Cooperative contracts for goods and services provided by Group Purchasing Organizations that offer competitively obtained purchasing services at discount prices to two or more public agencies; and

Whereas, APD currently has five separate agreements with Axon to provide Body-Worn Cameras, Tasers, Drones, Lightpost, and Interview Room to include equipment, warranties, licensing, and cloud storage; and

Whereas, in response to a request from APD for a cost-saving alternative, Axon proposed a seven and a half year combined contract, offering the City considerable savings for the first two years as well as locking in current pricing for licensing, warranties, and cloud storage for an additional five and a half years through FY34; and

Whereas, APD's current agreements will begin to expire in FY29 if left unbundled. Locking in pricing now will guarantee there is no significant increase in future costs for continued licensing, warranties and cloud storage for our existing equipment and software; and

Whereas, Originally, FUSUS was planned to be a separate contract, but by bundling it into this contract there are additional cost savings of $46,948.25.

Now, Therefore, be it resolved by the City Council of the City of Asheville that:

The City Manager is hereby authorized to execute on behalf of the City of Asheville a contract with Axon Enterprises, Inc, for a period of seven and a half years, to bundle all existing agreements for APD's current inventory of Body-Worn Cameras, Tasers, Drones, Lightpost and Interview Room to include equipment, warranties, licensing, and cloud storage for all, and add FUSUS software, utilizing the pricing offered through Sourcewell cooperative contract #101223-AXN.

Read, approved and adopted this the 12th day of May, 2026.

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Esther E. Manheimer, Mayor

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Brad Branham, City Attorney

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Magdalen Burleson, City Clerk