



Memorandum

Date: October 9, 2024

To: Honorable Mayor and City Councilmembers

Via: Rey Valdes
City Manager

From: Edwin Lopez
Chief of Police

Subject: **Purchase and Waiver of Competitive Bidding Procedure for FūsusONE Software from Axon Enterprise, Inc.**

Introduction

The Police Department, is seeking approval from the Mayor and City Councilmembers for the purchase of FūsusONE software from Axon Enterprise, Inc. The amount to be expended is more than \$30,000.00. The City is seeking a waiver of competitive bidding, pursuant to Sec. 2-321-Waiver of competitive bidding procedures as Axon Enterprise, Inc. is a sole source vendor.

Background

On June 9, 2021, the Police Department purchased FūsusONE software for the Real Time Operations Center, per resolution no. 21-136 approved by the Mayor and Councilmembers. The FūsusONE Software contract expires on September 30, 2024. FūsusONE merged with Axon Enterprise, Inc. on February 1, 2024. In 2021 FūsusONE had an introductory price for the initial agencies that registered with them.

FūsusONE is a map-based interface that combines private and public video streams into a single feed, enabling greater situational awareness and a common operating picture. Video streams from fixed and mobile sources are all seamlessly combined into a single platform. Data from Internet of Things (IoT) applications, floor plans, and remote overwatch capabilities with the live positions of first responders like Police, Fire, EMS & Public Works are all layered in and accessible via a common interface. We create a unified public safety ecosystem that combines video with our

other data utilities like floor plans and camera registry maps. The FūsusREGISTRY program enables citizens to partner directly with their Police Department by registering the locations of their cameras. Once camera registration is complete, Investigators can easily locate all the cameras in the vicinity of an incident via the FūsusONE map and can contact the camera owner(s) directly to request footage.

FūsusONE streamlines emergency & incident management, by fusing all a community's video assets into a single platform. It enables Real-Time Operations Center to efficiently gather intelligence and provides first-responders with the tools to efficiently monitor and rapidly respond to evolving situations. FūsusONE provides the DPD with a video and data collaboration platform to expedite intelligence gathering and efficiency of response to situations as they unfold throughout the community. Further, the platform is tied to a community-facing website portal for video camera registry, providing a tool for identifying the locations of cameras in proximity to incidents, as well as a means for efficient outreach to collect recorded video and image files from camera owners both public and private.

As a result of bundling the contracts (Taser 10 and FūsusONE software), the Department would have a total savings of \$180,781.20. The unbundled price for FūsusONE software would be \$813,697.20 but with said bundle it's a total of \$632,916.00. These savings are contingent upon the signing of both contracts simultaneously.

Procurement

Pursuant to Section 2-321 of the City Code, we respectfully request authorization for the City Manager to waive the competitive bidding procedures and enter into an agreement (Axon Enterprise, Inc. #Q-563461-45534.537JB) in an amount not to exceed budgeted funds from the IT- G.L. Repair & Maintenance-Other, account #001.22005.500464.

FūsusCORE once connected, within seconds detects, analyzes and connects to every camera on the building's network and builds a separate unified feed to Doral's RTOC. FūsusCORE unifies all the IP addresses into one feed making it faster and automatic ready to access. In addition, this device has the capability to connect remotely to our officers Body Worn Cameras (BWC) during critical incidents to further assist them. They are the only ones in the industry that have this ability.

The summary of payments for years one (1) through five (5) are as follows:

SUMMARY OF PAYMENTS

| | |
|--------------------|---------------------|
| Year 1 (FY24-25) | \$99,000.00 |
| Year 2 (FY25-26) | \$112,500.00 |
| Year 3 (FY26-27) | \$135,000.00 |
| Year 4 (FY27-28) | \$140,400.00 |
| Year 5 (FY28-29) | \$146,016.00 |
| Grand Total | \$632,916.00 |

Fiscal Impact

This Resolution if approved will have an approximate fiscal impact of \$632,916.00 for the duration of the contract, but in no event shall this purchase exceed budgeted funds each year. The funds for said purchase will be allocated from the following accounts: IT- G.L. account #001.22005.500464- Repair & Maintenance- Other or other most appropriate account(s) as approved in the budget.

Strategic Plan Alignment

This item is aligned with the Public Safety Strategic Goal, as it will assist in continuing to ensure the well-being and security of residents, maintain social order, support economic growth, foster community engagement, and improve the overall quality of life for residents.

Recommendation

The City Manager's Office respectfully requests that the Mayor and City Council members authorize the purchase and waiver of competitive bid procedure of FūsusONE software from Axon Enterprise, Inc., as a sole source vendor in an amount no to exceed budget funds.

EL/ld