

CITY OF STRONGSVILLE, OHIO

ORDINANCE NO. 2024 – 189

By: Mayor Perciak and All Members of Council

AN ORDINANCE AUTHORIZING THE MAYOR TO ENTER INTO A CONTRACT AND MASTER SERVICES AND PURCHASING AGREEMENT WITH AXON ENTERPRISE, INC. FOR THE PURCHASE OF TASERS FOR USE BY THE CITY OF STRONGSVILLE POLICE DEPARTMENT, AND DECLARING AN EMERGENCY.

WHEREAS, the City of Strongsville Police Department is in need of Tasers with related appurtenances in order to assist them in apprehending aggressive criminals without the use of excessive force; and

WHEREAS, Axon Enterprise, Inc. has created the new TASER 10 technology which creates more time and space to de-escalate and resolve conflicts, thereby creating a less-lethal environment; and

WHEREAS, the City's Chief of Police has recommended that in order to maintain the public health, safety and welfare, it is immediately necessary for the City to enter into a contract and agreement with Axon Enterprise, Inc. for the purchase of seventy-two (72) Tasers with related appurtenances; and

WHEREAS, the City is desirous of entering into the contract and Master Services and Purchasing Agreement for such equipment and services on an annual recurring basis.

NOW, THEREFORE, BE IT ORDAINED BY THE COUNCIL OF THE CITY OF STRONGSVILLE, COUNTY OF CUYAHOGA AND STATE OF OHIO:

Section 1. That for the reasons aforesaid, this Council hereby approves and authorizes the Mayor to enter into a contract and Master Services and Purchasing Agreement with **AXON ENTERPRISE, INC.** for the purchase of seventy-two (72) Tasers with related appurtenances for use by the City of Strongsville Police Department, in the amount of \$66,796.80 for the initial first year purchase, with an annual recurring amount of \$66,796.80, for a total amount of \$333,984.00 for the five-year period beginning in February, 2025, all as more fully set forth in the quote attached hereto and incorporated herein as Exhibit "A", and the Master Services and Purchasing Agreement on file with the Chief of Police.

Section 2. That the funds for the purpose of such Agreement have been appropriated and shall be paid from the General Fund.

Section 3. That it is found and determined that all formal actions of this Council concerning and relating to the adoption of this Ordinance were adopted in an open meeting of this Council; and that all deliberations of this Council, and any of its committees, that resulted in such formal action were in meetings open to the public in compliance with all legal requirements.

Section 4. That this Ordinance is hereby declared to be an emergency measure necessary for the immediate preservation of the public peace, property, health, safety and welfare, and for the further reason that it is immediately necessary to enter into the aforesaid



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-603213-45622.769DA

Issued: 11/26/2024

Quote Expiration: 12/06/2024

Estimated Contract Start Date: 03/01/2025

Account Number: 106737

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO
Strongsville Police Dept. - OH 18688 Royalton Rd Strongsville, OH 44136-5127 USA	Strongsville Police Dept. - OH 16099 Foltz Pkwy Strongsville OH 44149-5501 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Danielle Cocchi Phone: Email: dcocchi@axon.com Fax:	Ronald M. Kubacki Phone: 440-580-3223 Email: ronald.kubacki@strongsville.org Fax: (440) 238-1642

Quote Summary

Program Length	60 Months
TOTAL COST	\$333,984.00
ESTIMATED TOTAL W/ TAX	\$333,984.00

Discount Summary

Average Savings Per Year	\$13,948.80
TOTAL SAVINGS	\$69,744.00

EX.A

Payment Summary

Date	Subtotal	Tax	Total
Feb 2025	\$66,796.80	\$0.00	\$66,796.80
Feb 2026	\$66,796.80	\$0.00	\$66,796.80
Feb 2027	\$66,796.80	\$0.00	\$66,796.80
Feb 2028	\$66,796.80	\$0.00	\$66,796.80
Feb 2029	\$66,796.80	\$0.00	\$66,796.80
Total	\$333,984.00	\$0.00	\$333,984.00

Quote Unbundled Price: \$403,728.00
 Quote List Price: \$347,994.00
 Quote Subtotal: \$333,984.00

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
Program									
C00010	BUNDLE - TASER 10 CERTIFICATION	70	60	\$94.51	\$81.24	\$79.52	\$333,984.00	\$0.00	\$333,984.00
A la Carte Services									
85149	AXON TASER - 2 DAY PRODUCT SPECIFIC INSTRUCTOR COURSE	1			\$6,786.00	\$0.00	\$0.00	\$0.00	\$0.00
Total							\$333,984.00	\$0.00	\$333,984.00

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
BUNDLE - TASER 10 CERTIFICATION	100390	AXON TASER 10 - HANDLE - YELLOW CLASS 3R	70	2	02/01/2025
BUNDLE - TASER 10 CERTIFICATION	100390	AXON TASER 10 - HANDLE - YELLOW CLASS 3R	2	2	02/01/2025
BUNDLE - TASER 10 CERTIFICATION	100393	AXON TASER 10 - MAGAZINE - LIVE DUTY BLACK	70	1	02/01/2025
BUNDLE - TASER 10 CERTIFICATION	100393	AXON TASER 10 - MAGAZINE - LIVE DUTY BLACK	2	1	02/01/2025
BUNDLE - TASER 10 CERTIFICATION	100394	AXON TASER 10 - MAGAZINE - HALT TRAINING BLUE	4	1	02/01/2025
BUNDLE - TASER 10 CERTIFICATION	100395	AXON TASER 10 - MAGAZINE - LIVE TRAINING PURPLE	3	1	02/01/2025
BUNDLE - TASER 10 CERTIFICATION	100396	AXON TASER 10 - MAGAZINE - INERT RED	30	1	02/01/2025
BUNDLE - TASER 10 CERTIFICATION	100399	AXON TASER 10 - CARTRIDGE - LIVE	1400	1	02/01/2025
BUNDLE - TASER 10 CERTIFICATION	100400	AXON TASER 10 - CARTRIDGE - HALT	420	1	02/01/2025
BUNDLE - TASER 10 CERTIFICATION	100401	AXON TASER 10 - CARTRIDGE - INERT	300	1	02/01/2025
BUNDLE - TASER 10 CERTIFICATION	100611	AXON TASER 10 - SAFARILAND HOLSTER - RH	70	1	02/01/2025
BUNDLE - TASER 10 CERTIFICATION	100623	AXON TASER - TRAINING - ENHANCED HALT SUIT V2	1	1	02/01/2025
BUNDLE - TASER 10 CERTIFICATION	20018	AXON TASER - BATTERY PACK - TACTICAL	70	1	02/01/2025
BUNDLE - TASER 10 CERTIFICATION	20018	AXON TASER - BATTERY PACK - TACTICAL	12	1	02/01/2025
BUNDLE - TASER 10 CERTIFICATION	20018	AXON TASER - BATTERY PACK - TACTICAL	2	1	02/01/2025
BUNDLE - TASER 10 CERTIFICATION	70033	AXON - DOCK WALL MOUNT - BRACKET ASSY	1	1	02/01/2025
BUNDLE - TASER 10 CERTIFICATION	71019	AXON BODY - DOCK POWERCORD - NORTH AMERICA	1	1	02/01/2025
BUNDLE - TASER 10 CERTIFICATION	74200	AXON TASER - DOCK - SIX BAY PLUS CORE	1	1	02/01/2025
BUNDLE - TASER 10 CERTIFICATION	80087	AXON TASER - TARGET - CONDUCTIVE PROFESSIONAL RUGGEDIZED	1	1	02/01/2025
BUNDLE - TASER 10 CERTIFICATION	80090	AXON TASER - TARGET FRAME - PROFESSIONAL 27.5 IN X 75 IN	1	1	02/01/2025
BUNDLE - TASER 10 CERTIFICATION	100399	AXON TASER 10 - CARTRIDGE - LIVE	210	1	02/01/2026
BUNDLE - TASER 10 CERTIFICATION	100400	AXON TASER 10 - CARTRIDGE - HALT	560	1	02/01/2026
BUNDLE - TASER 10 CERTIFICATION	100399	AXON TASER 10 - CARTRIDGE - LIVE	210	1	02/01/2027
BUNDLE - TASER 10 CERTIFICATION	100400	AXON TASER 10 - CARTRIDGE - HALT	560	1	02/01/2027
BUNDLE - TASER 10 CERTIFICATION	100399	AXON TASER 10 - CARTRIDGE - LIVE	210	1	02/01/2028
BUNDLE - TASER 10 CERTIFICATION	100400	AXON TASER 10 - CARTRIDGE - HALT	560	1	02/01/2028

Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
BUNDLE - TASER 10 CERTIFICATION	100399	AXON TASER 10 - CARTRIDGE - LIVE	210	1	02/01/2029
BUNDLE - TASER 10 CERTIFICATION	100400	AXON TASER 10 - CARTRIDGE - HALT	560	1	02/01/2029

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
BUNDLE - TASER 10 CERTIFICATION	101180	AXON TASER - DATA SCIENCE PROGRAM	70	03/01/2025	02/28/2030
BUNDLE - TASER 10 CERTIFICATION	20248	AXON TASER - EVIDENCE.COM LICENSE	70	03/01/2025	02/28/2030
BUNDLE - TASER 10 CERTIFICATION	20248	AXON TASER - EVIDENCE.COM LICENSE	1	03/01/2025	02/28/2030

Services

Bundle	Item	Description	QTY
BUNDLE - TASER 10 CERTIFICATION	100751	AXON TASER 10 - REPLACEMENT ACCESS PROGRAM - DUTY CARTRIDGE	70
BUNDLE - TASER 10 CERTIFICATION	101193	AXON TASER - ON DEMAND CERTIFICATION	1
A la Carte	85149	AXON TASER - 2 DAY PRODUCT SPECIFIC INSTRUCTOR COURSE	1

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
BUNDLE - TASER 10 CERTIFICATION	100704	AXON TASER 10 - EXT WARRANTY - HANDLE	70	02/01/2026	02/28/2030
BUNDLE - TASER 10 CERTIFICATION	100704	AXON TASER 10 - EXT WARRANTY - HANDLE	2	02/01/2026	02/28/2030
BUNDLE - TASER 10 CERTIFICATION	80374	AXON TASER - EXT WARRANTY - BATTERY PACK T7/T10	70	02/01/2026	02/28/2030
BUNDLE - TASER 10 CERTIFICATION	80374	AXON TASER - EXT WARRANTY - BATTERY PACK T7/T10	2	02/01/2026	02/28/2030
BUNDLE - TASER 10 CERTIFICATION	80374	AXON TASER - EXT WARRANTY - BATTERY PACK T7/T10	12	02/01/2026	02/28/2030
BUNDLE - TASER 10 CERTIFICATION	80396	AXON TASER - EXT WARRANTY - DOCK SIX BAY T7/T10	1	02/01/2026	02/28/2030

Shipping Locations

Location Number	Street	City	State	Zip	Country
1	18688 Royalton Rd	Strongsville	OH	44136-5127	USA
2	18688 Royalton Rd	Strongsville	OH	44136-5127	USA

Payment Details

Feb 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	85149	AXON TASER - 2 DAY PRODUCT SPECIFIC INSTRUCTOR COURSE	1	\$0.00	\$0.00	\$0.00
Year 1	C00010	BUNDLE - TASER 10 CERTIFICATION	70	\$66,796.80	\$0.00	\$66,796.80
Total				\$66,796.80	\$0.00	\$66,796.80

Feb 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	85149	AXON TASER - 2 DAY PRODUCT SPECIFIC INSTRUCTOR COURSE	1	\$0.00	\$0.00	\$0.00
Year 2	C00010	BUNDLE - TASER 10 CERTIFICATION	70	\$66,796.80	\$0.00	\$66,796.80
Total				\$66,796.80	\$0.00	\$66,796.80

Feb 2027						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	85149	AXON TASER - 2 DAY PRODUCT SPECIFIC INSTRUCTOR COURSE	1	\$0.00	\$0.00	\$0.00
Year 3	C00010	BUNDLE - TASER 10 CERTIFICATION	70	\$66,796.80	\$0.00	\$66,796.80
Total				\$66,796.80	\$0.00	\$66,796.80

Feb 2028						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	85149	AXON TASER - 2 DAY PRODUCT SPECIFIC INSTRUCTOR COURSE	1	\$0.00	\$0.00	\$0.00
Year 4	C00010	BUNDLE - TASER 10 CERTIFICATION	70	\$66,796.80	\$0.00	\$66,796.80
Total				\$66,796.80	\$0.00	\$66,796.80

Feb 2029						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	85149	AXON TASER - 2 DAY PRODUCT SPECIFIC INSTRUCTOR COURSE	1	\$0.00	\$0.00	\$0.00
Year 5	C00010	BUNDLE - TASER 10 CERTIFICATION	70	\$66,796.80	\$0.00	\$66,796.80
Total				\$66,796.80	\$0.00	\$66,796.80

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.

Exception to Standard Terms and Conditions

Section 2.2 of the Axon Master Services and Purchasing Agreement is hereby modified as follows:

2.2. Upon completion of the Subscription Term, the Subscription Term may renew for an additional 5 years ("Renewal Term") upon mutual written agreement of both Parties. For purchase of TASER 7 or TASER 10 as a standalone, Axon may increase pricing to its then-current list pricing for any Renewal Term. For all other purchases, Axon may increase pricing on all line items in the Quote by up to 3% at the beginning of each year of the Renewal Term. New devices and services may require additional terms. Axon will not authorize services until Axon receives a signed Quote or accepts a purchase order, whichever is first.

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 <https://www.axon.com/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.

Customer: CITY OF STRONGSVILLE, OHIO

By: *Thomas P. Perciak*

Name: Thomas P. Perciak

Title: Mayor

Date: Dec 2, 2024

Axon Enterprise, Inc.

By: *Robert Driscoll*

Name: Robert Driscoll

Title: Deputy General Counsel

Date: 11/25/2024 | 3:26 PM MST

10/29/2024

