

CITY OF CAPE CORAL

REQUEST FOR SOLE SOURCE OR SINGLE SOURCE PURCHASE

Requesting Department: Police Department

Vendor Name: Axon Enterprise, Inc.

Address: 17800 N 85th Street ~ Scottsdale, AZ 85255

Phone: (800) 978-2737

Price: \$10,495.00

Description of item to be procured:

Q-624001.45586.733ZL & Q-624003-45587.710ZL

(2) AXON Sky Hero LOKI systems, (1) AXON Sky Hero Ground Robot, (1) AXON Sky Hero NARFI Pole Camera

These unpiloted systems directly correlate to the below sole source:

Q-438725-44952.576BR (fiscal years 24-33 @ \$12,206.637.29)

(245) Officer Safety Plan (OSP) Body Worn Camera (BWC) and Smart Weapon Conducted Electrical Weapon (CEW) bundles and evidence.com unlimited plans and related equipment, (185) In-Car Video Systems and related licenses, (5) Unpiloted Aircrafts and related licenses. Also included is complete storage for FY24-FY33.

1.) Uniqueness of vendor's item/service. How is this vendor the only vendor uniquely qualified to provide the product or service:

AXON Enterprise, Inc. is the sole source manufacturer of Axon brand products and the sole developer of evidence.com data management series. Evidence.com allows our agency to manage and share digital evidence through the delivery, capturing and evaluation of information. Axon Enterprise, Inc. is also the sole source manufacturer of the Taser Smart Weapon CEW.

2.) Market Research. Describe other, similar sources or products available in the market, if any, and why they are not acceptable:

AXON Enterprise, Inc. is the sole manufacturer of the patent CEW (Conducted Electrical Weapon). This model and its related accessories and equipment meets our requirements and has been proven effective.

3.) Proposed Actions. Describe the actions the department will take to overcome the present barriers to competition for any future acquisition of this product or service:

The Cape Coral Police Department is committed to this type of weapon and related equipment for over fifteen years. We have a standing inventory of Taser products that are not compatible with any other product. We will continue to research and keep up with trends and products as they become available.

Department Director's Signature: _____ **Date:** 1/27/25

Approval: Procurement Manager Wanda Roop (not to exceed \$50,000.00) **Date:** 2/5/25

Approval: City Manager _____ (not to exceed \$100,000.00) **Date:** _____

Council authorization required if exceeding \$100,000.00