



MEMORANDUM

To: Mayor and Members of the City Council

From: Montré D. Freeman, City Manager
James E. Avens, Jr., Interim Chief of Police

Date: October 11, 2024

Reference: AXON Enterprise, Inc. Purchased FUSUS

BACKGROUND:

FUSUS is one of the first companies that pioneered extracting and unifying live video and data feeds from virtually any camera system. Through this access the Elizabeth City Police Department created a central hub that could enhance its situational awareness and investigative capabilities.

Whether it is a drone, a traffic camera, a private cell phone video, or a building security camera, FUSUS can extract the live video feed and send it to our Intelligence Center and officers in the field. The Intelligence Center will combine public & private camera feeds, including internal building cameras into a single real-time feed. This, in turn, provides all Law Enforcement agencies with improved operational intelligence.

FUSUS combines video with CAD feeds, real-time officer geolocation feeds, IoT (Internet of Things) sensor data, floorplans, and external data feeds, to create a common operating picture that emphasizes officer, citizen & community safety. FUSUS give tactical teams and emergency response personnel the edge they need to operate more effectively.

ANALYSIS:

On Monday, September 16, 2024, members of the Elizabeth City Police Department met with representatives from AXON Enterprise, Inc. AXON Enterprise, Inc. informed us that they have purchased FUSUS and are now in contract negotiations with all FUSUS subscribers. FUSUS did not bill the Police Department on July 1st due to the recent AXON Enterprise, Inc. buyout of FUSUS.

In December of 2021, the Elizabeth City Police Department entered into a three (3) year contract with FUSUS at \$45,000.00 per year for the Pro Level Edition. The Police

Department was budgeted \$45,000.00 for FY2024-2025 and AXON Enterprise, Inc. has agreed to honor our contract for this fiscal year. If we were a new customer and wanted to start a new contract with AXON Enterprise, Inc., it would cost \$135,000.00 per year. To accumulate savings, AXON Enterprise, Inc. is offering a five-year contract at the following rates:

Date	Subtotal	Tax	Total
October 2024	\$45,000.00	\$0.00	\$45,000.00
October 2025	\$67,159.54	\$0.00	\$67,159.54
October 2026	\$97,350.80	\$0.00	\$97,350.80
October 2027	\$107,010.62	\$0.00	\$107,010.62
October 2028	\$111,276.70	\$0.00	\$111,276.70
Total	\$427,797.66	\$0.00	\$427,797.66

To receive this cost savings, a new contract will need to be signed by November 15, 2024. If the City agrees to the contract, the City can at a later time terminate the contract. This language is included in the Termination clause found on line 16 of the AXOM Master Services and Purchasing Agreement for Customers and reads as follows:

16. Termination.

16.1. **For Breach.** A Party may terminate this Agreement for cause if it provides thirty (30) days written notice of the breach to the other Party, and the breach remains uncured thirty (30) days after written notice. If Customer terminates this Agreement due to Axon’s uncured breach, Axon will refund prepaid amounts on a prorated basis based on the effective date of termination.

16.2. **By Customer.** If sufficient funds are not appropriated or otherwise legally available to pay the fees, Customer may terminate this Agreement. Customer will deliver notice of termination under this section as soon as reasonably practicable.

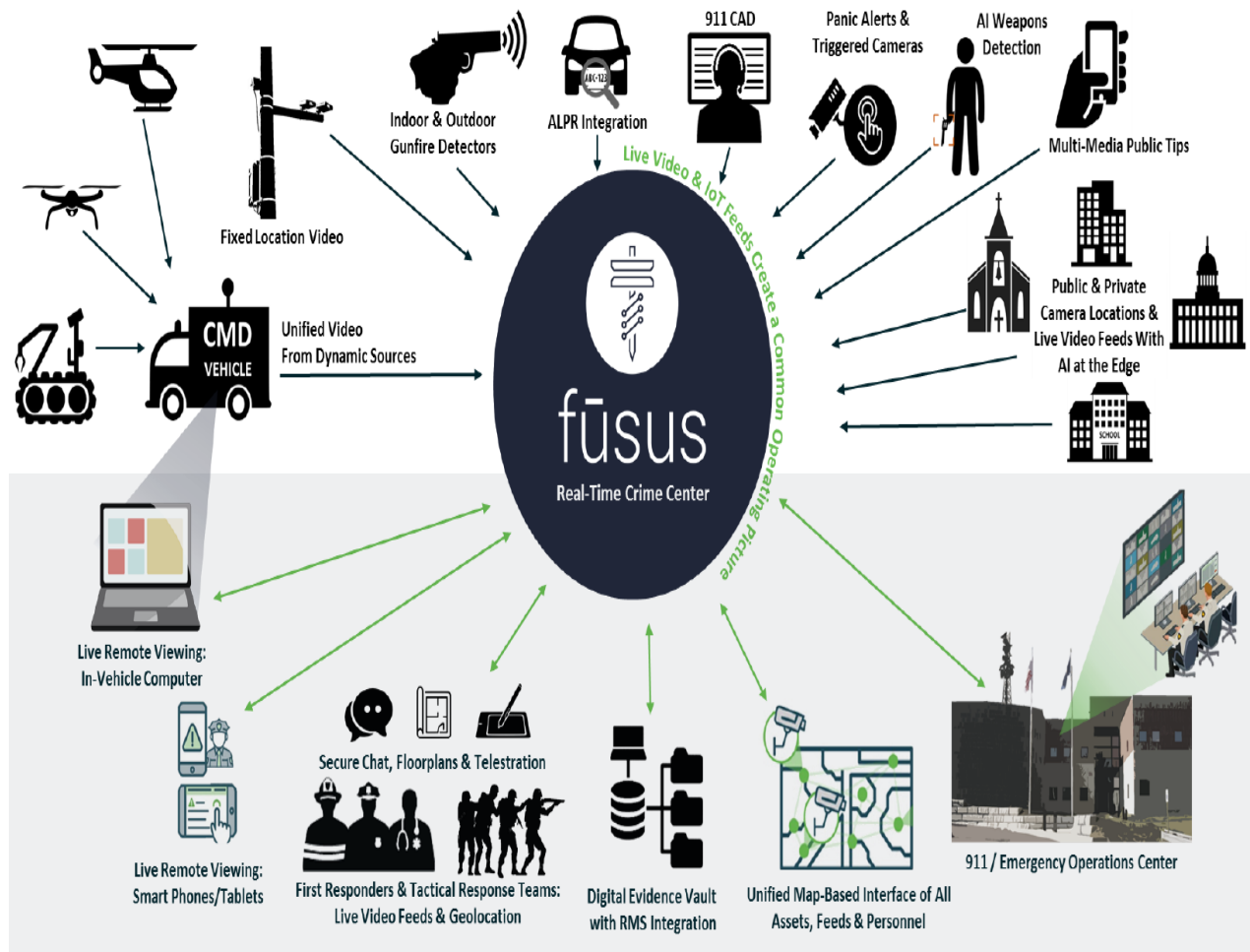
16.3. **Effect of Termination.** Upon termination of this Agreement, Customer rights immediately terminate. Customer remains responsible for all fees incurred before the effective date of termination. If Customer purchases Axon Devices for less than the manufacturer’s suggested retail price ("MSRP") and this Agreement terminates before the end of the Term, Axon will invoice Customer the difference between the MSRP for Axon Devices received, including any Spare Axon Devices, and amounts paid towards those Axon Devices. Only if terminating for non-appropriation, Customer may return Axon Devices to Axon within thirty (30) days of termination. MSRP is the standalone price of the individual Axon Device at the time of sale. For bundled Axon Devices, MSRP is the standalone price of all individual components.

Advantages of FUSUS

- FUSUS is a true Real Time crime center that is built to be future proof and will grow with new technology.
- This software will streamline data analysis for a complete real time operational picture.
- It is a cloud database that is geographically separated for redundancy and risk mitigation.
- FUSUS software is simple yet intuitive, it will allow every operator to be proficient

in its interface.

- The Elizabeth City Police Department will be able to detect and verify threats with more certainty with integrated video feeds from our integrated video management systems.
- Software like this will connect our command staff with the latest situational intelligence to ensure the safety of our first responders.
- We can leverage our existing investments with programs like Command Center Software suite. It will streamline our operations from call to case closure. Its purpose-built applications are designed to meet our specific workflow needs and increase safety for our department and community.
- FUSUS lives within AWS GovCloud and it meets CJIS requirements.
- FUSUS Real-Time Crime Center technology is designed to be rapidly implemented, affordable, and easy to maintain. Our hardware devices are plug-and-play, primarily utilizing existing infrastructure and fusing it all into a cohesive public safety network. Our cloud-based platform requires no software installation, and continuous improvements are made over-the-air.
- Software application like this will save seconds, but more importantly it can save lives.



Disadvantages of FUSUS

- Like all aggregated software the price point is its greatest disadvantage.

STAFF RECOMMENDATION:

By motion, approve the Elizabeth City Police Department to enter into a five-year contract with AXON Enterprise, Inc.